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THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 93

JULY 6, 1935

Number 1

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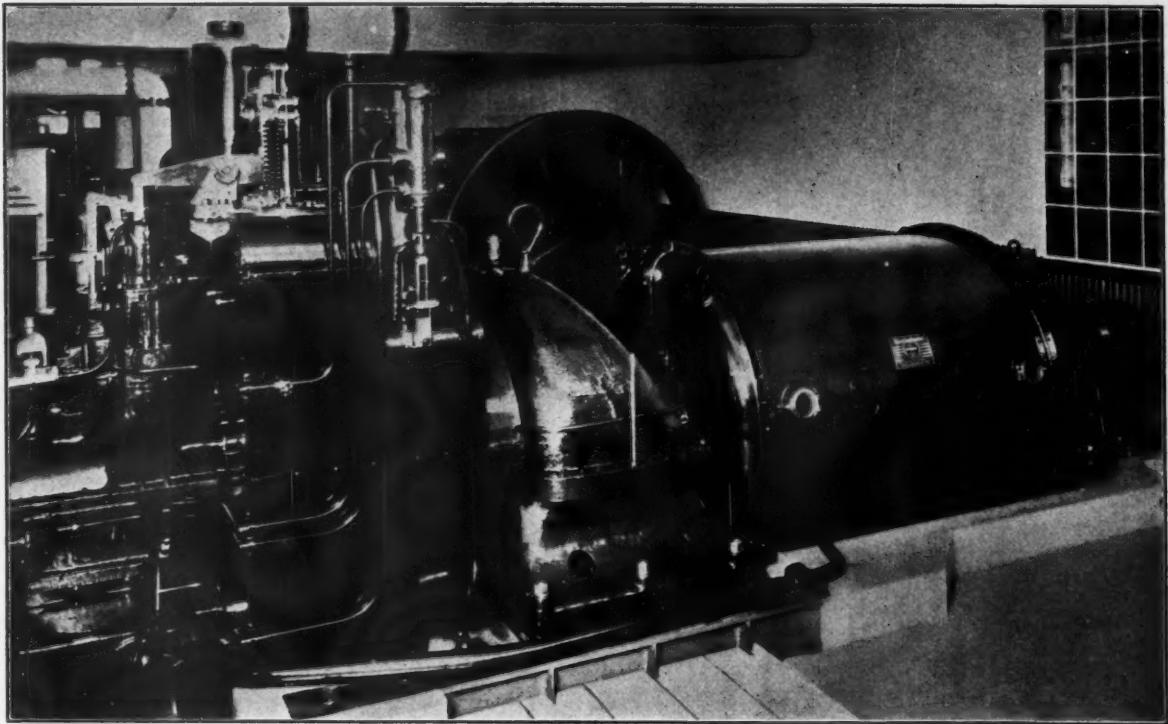
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PAUL I. ALDRICH
President and Editor

E. O. H. CILLIS
Vice Pres. and Treasurer

FRANK N. DAVIS
Vice Pres. and Mgr. Adv. Sales

Executive and Editorial
Offices
407 South Dearborn Street,
Chicago, Illinois

Eastern Office
300 Madison Avenue,
New York, N. Y.

ANDREW H. PHELPS
Manager

Pacific Coast Office
1031 So. Broadway,
Los Angeles, Calif.
NORMAN C. NOURSE
Manager

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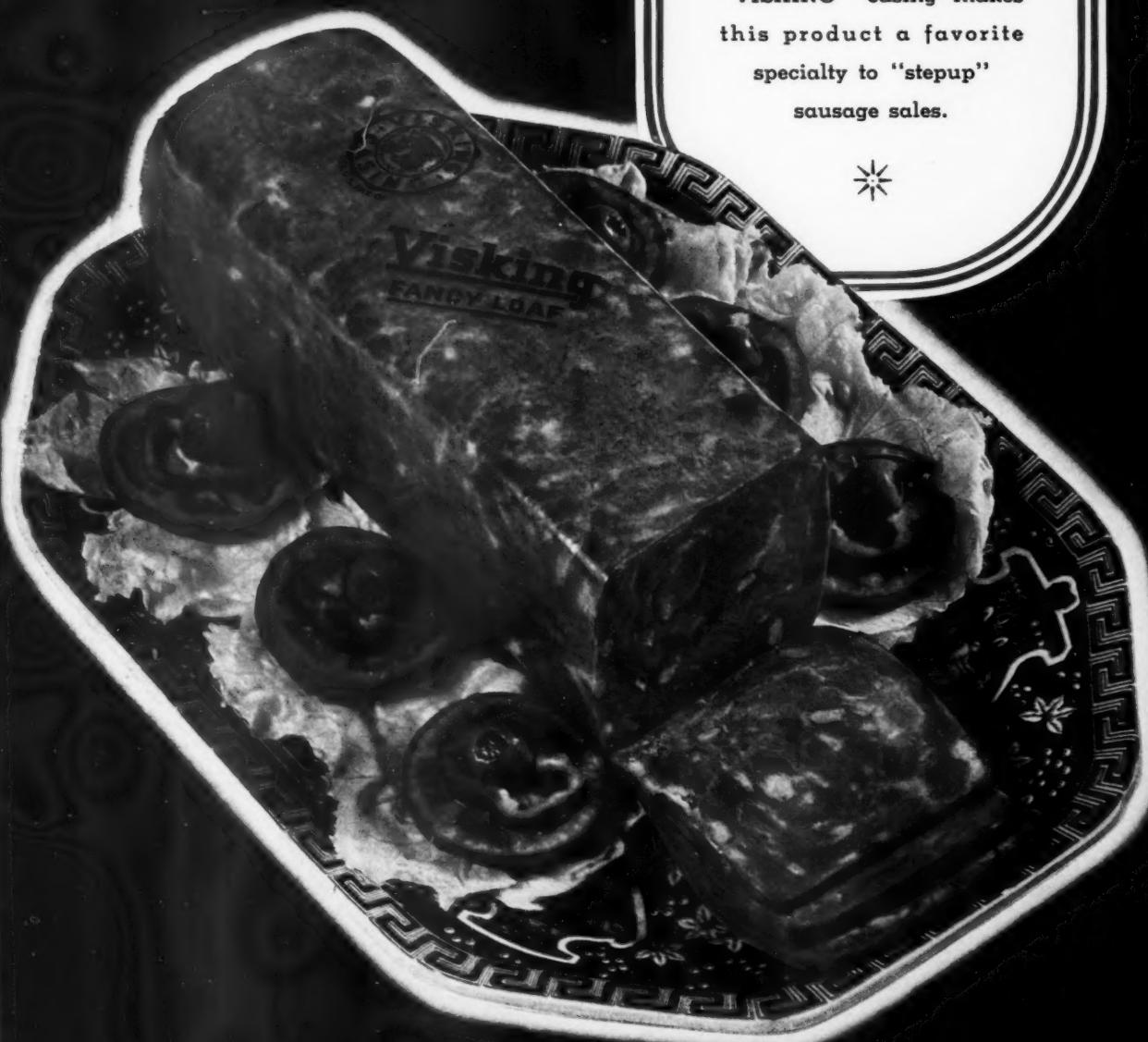
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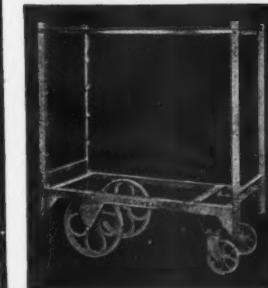
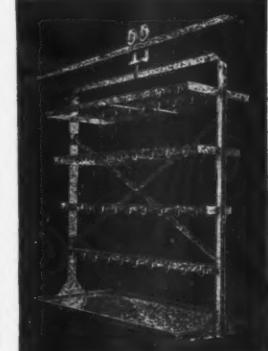
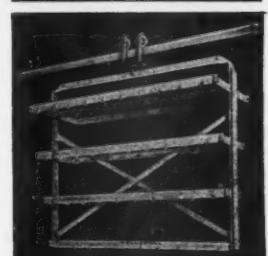
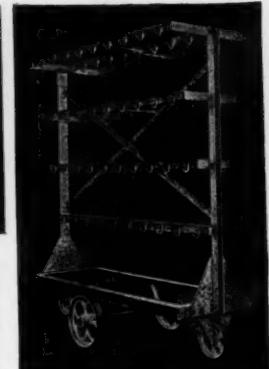
poration to designate its cellulose sausage casings and tubing.



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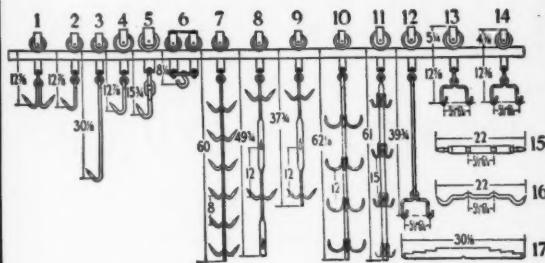
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THE NATIONAL Provisioner

Volume 93

THE MAGAZINE OF THE

Number 1

Meat Packing and Allied Industries

JULY 6, 1935

SALES TICKETS—A Hornet's Nest!

Another Daily Packer Scenario

SCENE 4. TIME: 8:30 a.m.

PLACE: Any Packer's Office

● President and Sales Manager of "Any Packer & Co." Learn a Lot About Sales

AUTHOR'S NOTE.—A check of sales tickets seems to have opened the eyes of the President and Sales Manager on price shading and poor merchandising. They appear convinced there is a lot they can do to put their own house in order. Action—not alibis and excuses—is the "new deal" for this packer.

President: Fred, we will devote this morning to reviewing the last two days' city sales tickets. I may ask questions regarding sales that will be difficult for you to answer. However, we will follow through until we do get the answers.

Sales Manager: I am prepared to give you any information you may want regarding our sales.

President: I have had the tickets sorted in lots according to weights of the different orders. I note we handled 475 orders in the two days, total weight 60,110 lbs., or an average per order of about 127 lbs.

Sales Manager: That is about what our orders average.

Small Orders Predominate

President: I notice 243 of the orders — or over 50 per cent — average under 50 lbs. per order; 72 orders, or about 15 per cent, average from 50 lbs. to 100 lbs. This means that about 65 per cent of all orders handled these two

days were under 100 lbs. Orders over 100 lbs. include most of our beef, chain stores and larger buyer sales, and house sales.

Sales Manager: I am rather surprised to know that so large percent of the orders averaged less than 100 lbs.

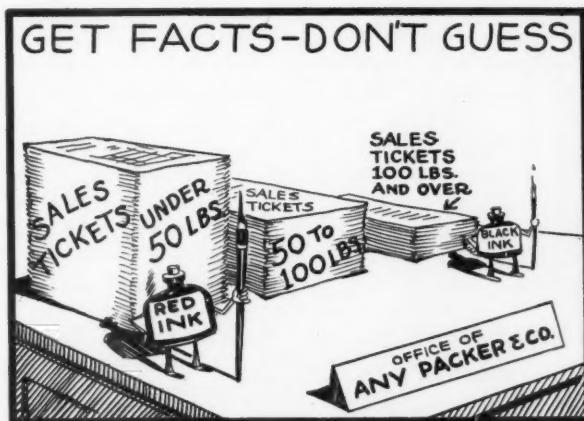
President: So am I. THE NATIONAL PROVISIONER Packers' Forum article of May 25 was devoted to "Cost of Salesmen's Selling Time." Do you agree that this article correctly stated the cost of salesmen's "selling time" per cwt. and per order?

Sales Manager: We have not made an accurate check on this, but basing my opinion on the weekly salaries and expenses of our salesmen, number of orders they take, and their tonnage, I am inclined to think that THE NATIONAL PROVISIONER'S figures on cost of salesmen's "selling time" are about right.

Sales and Delivery Costs

President: What do you figure our city delivery costs per order?

Sales Manager: I have been compiling some figures on this. Our city trucks average to make about 200 deliveries weekly. Our average ex-



pense per truck is \$45 weekly. So on this basis our city deliveries cost about 22½c per stop.

President: Figuring cost of salesmen's "selling time" at 50c, and delivery expense at 22½c, we have a total salesmen's "selling time" and delivery cost of almost 75c per order. Is that right?

Sales Manager: Yes, I think that is approximately correct.

Lost 51c on Sale of One Ham

President: All right, we will discuss the under 50 lb. orders first. Here is a sale of one boiled ham, 8 lbs. at 35c, which is 1c per lb. over our list.

Sales Manager: That's a sale to a delicatessen.

President: How do you carry your price list on boiled hams?

Sales Manager: We aim to quote boiled hams 2c a lb. over cost.

President: All right, then on this sale we have a gross profit of 24c. The salesman's "selling time" and delivery expense on the order is 75c. In other words, *on this particular sale we lost 51c, or over 7½c a lb. What is the object of taking an order on which we lose over 6c a lb.?*

Sales Manager: We don't aim to canvass this class of trade regularly, but our salesman passes this store and I figure we might as well have this additional volume.

Profitless Selling

President: Fred, I think your statement about having to have the additional volume, regardless of whether or not it makes a profit or loss, hits one of the biggest evils of the business.

I cannot figure any logic or sense of a salesman wasting his valuable, high-cost, limited "selling time" taking an 8-lb. order. Wouldn't it be a lot more sensible if the salesman devoted more time to customers who buy in quantities that warrant our soliciting them, and to get new customers?

Sales Manager: I am inclined to think it would.

President: Well, there are a whole lot of sales tickets in this bunch that—figuring only cost of salesman's "selling time" and delivery expense—are losing us from 2c to 4c per lb. and even more. What are we going to do to change this?

Sales Manager: I don't know what we can do except to train our men to get more tonnage per order.

President: Have you any definite plan?

Sales Manager: No, except to talk to them.

Why Not Train Salesmen?

President: It seems to me that's about all we do—talk to our salesmen. I have checked all these sales tickets. Many of the sales of 100 lbs. and less show a loss.

I know we can't get more than the market for our product, so the remedy is for us to develop a plan for training our salesmen to build up their

tonnage per order. I want you to give this a lot of thought, and be prepared to give me your ideas of a definite plan for training salesmen.

Sales Manager: I will be glad to do so.

Shading Without Sense

President: Let's discuss prices. Here are two orders for customers in the same block. I happen to know these two dealers. They have about the same size business and cater to the same class of trade. We sold Williams & Co. four fancy skinned hams, 12/14 lbs. average, at 23c per lb., and sold Davis & Co. on the same day three fancy skinned hams, 12/14 lbs. average, at 22½c per lb. Our list on skinned hams the same date was 24c. What was the general market on fancy skinned hams, 12/14 lbs. average?

Sales Manager: It was 23c. We allow 1c on smoked meats.

President: Then what was the reason for the sale to Davis at ½c per lb. less than price to Williams, and ½c under our minimum price?

Sales Manager: I presume to meet competition.

President: You "presume!" Don't you know?

Sales Manager: No, not on this particular sale.

How Shades Increase Cutting Loss

President: Well, Fred, you should know. I picked these two cases as typical of any number of sales that to me are unexplainable.

Apparently we haven't any definite selling prices. We find it difficult enough to take off a nickel on the price of hogs, yet we go ahead and shade our prices ½c per lb. and more, without even knowing that the shades are justified.

Even on fresh pork, which is a staple commodity on which there are no arguments of advertised brands, there is a wide variation in our sale prices on the same day on the same product and on about similar quantities.

Do you realize that a cent a pound shade on pork loins increases the cutting loss on 200-lb. average hogs—which is the average we favor—about 15c per cwt., or about 30c per hog?

Sales Manager: No, I hadn't figured that way.

President: Well, Fred, *it's high time we figured how our selling prices affected our cut-out values.* My impression is that in many cases we are not meeting competition, but making competition. Now the question is, What are we going to do about it? What do you suggest?

Sales Manager: I don't know. I don't think we are generally selling lower than necessary.

President: Well, I don't know whether we are or not. But you can make up your mind we are going to find out, even if it is necessary for you and me to spend most of our time the next few weeks out among the trade with the salesmen. *We must get out of the frame of mind that we are doing the best we can.*

NOTE: Tabulation of a few days' sales tickets by products, quantities and prices might surprise packer executives.

Scene 5 of this Packer Scenario next week.

Processing Tax Suits Multiply As AAA Claims They Are Ineffective

MANY more packers filed suit this week in the federal courts to restrain collection of processing taxes. In nine cases injunctions were granted restraining collections pending hearing of the cases.

Other industries—flour millers, paper mills, cotton processors, cigar manufacturers and other processors affected by processing taxes—joined the ranks of the court litigants, and numerous injunctions were granted in these cases.

A compilation made by the Department of Justice this week shows that on June 27 suits numbering a total of 56 had been filed in federal courts attacking the constitutionality of the AAA and the processing taxes. The total up to this week is estimated to be around 85 suits. More are being filed almost daily. One of the latest was that of the Hygrade Food Products Corp., seeking to prevent collection of a total of \$1,771,177 in taxes due.

According to a recent report the AAA will resist granting of injunctions in all pending cases, and it plans to request that, in the event injunctions are granted, taxpayers be required by the courts in every such case to post a bond or pay taxes, penalties and interest into the custody of the court as a condition to the granting of injunctive relief.

Standing of Different Tax Suits

Judicial action in granting temporary injunctions and restraining orders in many of the cases brought to date is said to be an indication that suits are based on valid grounds. Lawyers believe current attempts to enjoin taxes will succeed, even though validity of future taxes may be insured by AAA amendments.

Suits to restrain collection of May taxes, based on the contention that discretionary powers given the Secretary of Agriculture to set the tax are unconstitutional, are believed likely to succeed.

New AAA amendments, barring injunction suits for tax collection, may be passed and signed before June payments come due, and may prevent suits against the June tax. However, it is pointed out that this provision in the amendments may be held unconstitutional. If this contention is upheld by the courts, and suits are permitted in spite of prohibitions contained in the amendments, suits to restrain collection of June taxes should prove successful also.

It is pointed out that if May and June taxes are paid, and the tax is subsequently held unconstitutional, actual enforcement of claims against the govern-

ment for tax on finished or manufactured goods will be almost impossible.

Refunds Are Doubtful

Observers are doubtful of the success of actions to recover all past processing taxes paid in. It is pointed out that this tax money has been expended, and that the government will contend that the tax has been passed on to the consumer.

Amendments to the AAA seem likely to insure future legality of processing taxes, since they would confirm the existing rates by congressional action, even if determination of the rate by the Secretary of Agriculture is found unconstitutional. Therefore, it is not believed that suits brought involving July taxes would be effective.

Future challenge of the right of the Secretary to change rates by the parity formula is not believed likely, since the rates might revert back to the older and higher basis which Congress will establish in the AAA amendments.

Government Lawyer's View

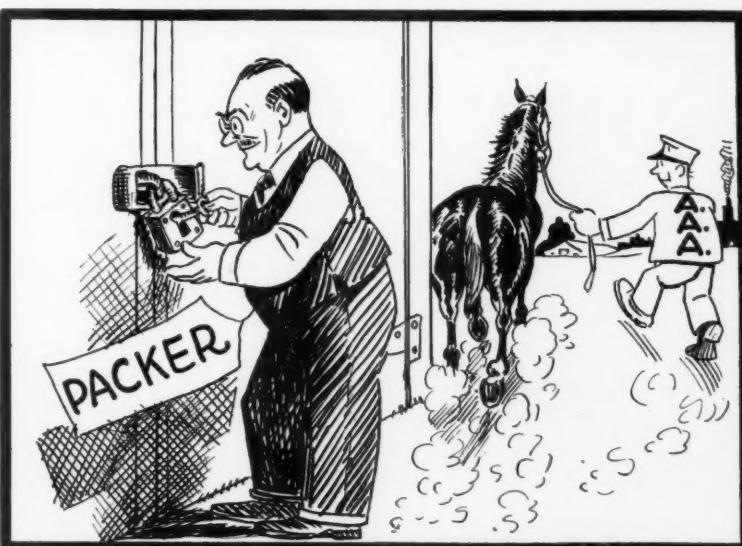
Seth Thomas, solicitor of the Department of Agriculture, advised AAA this week that there is no legal basis for the apprehension that, unless suit for the refund of processing taxes is filed before the passage of the pending amendments in H. R. 8492, some legal right will be lost, or for the belief that the filing of such a suit will create some right. Mr. Thomas said:

"In the first place, section 3226 of the Revised Statutes specifically provides

that no court shall have jurisdiction over a suit to recover taxes, until a claim for refund has been filed with the Commissioner of Internal Revenue, and that no suit shall be begun before the expiration of six months from the date of the filing of such claim, unless the Commissioner rejects the claim within that six months. The person claiming the refund is given five years from the date of payment to file his suit and two years from the date of the rejection of his claim. In the second place, the Supreme Court has many times said that the mere bringing of a suit creates no rights. The fact is then that, whether the proposed amendments pass or not, the persons who have filed suits for the refund of processing taxes are in no better positions than the persons who have not filed such suits.

Suits for Taxes Paid

"With respect to suits to restrain collection of processing taxes which have become due and payable. Section 3324 of the Revised Statutes provides that 'no suit for the purpose of restraining the assessment or collection of any tax shall be maintained in any court.' Except in two cases of very unusual hardship, the Supreme Court has up to this time applied this provision literally. The law was very clearly stated by Mr. Justice Reeves, United States District Judge for the Western Division of the District of Missouri, in the case of the Larabee Flour Mills Company v. Nee, Collector, on June 24, 1935, where, relying on the provisions of law which I have quoted, he refused to enjoin the



LOCKING THE STABLE DOOR

collection of the processing tax on wheat.

Warns About Penalties

"Taxpayers should not be unmindful of the penalties for wilful failure to file returns or to pay the taxes when due. The penalty for wilful failure to file a return is 25 per cent of the tax, and the penalty for wilful failure to pay the tax when due is 5 per cent of the tax, to which must be added interest at the rate of 1 per cent per month. In addition, any person who wilfully fails to pay such tax is guilty of a misdemeanor and upon conviction thereof shall be fined not more than \$10,000, or imprisoned for not more than one year, or both."

Administrator Chester C. Davis said he is giving publicity to Mr. Thomas' opinion in order to reassure any processors who had been led to feel honestly that they should file suits immediately in order to safeguard legal rights, when actually no rights are created by bringing these suits.

More Packers File Suits

A number of packers have filed suits during the past week asking for injunctions restraining collection of the tax. Among these are the following:

Dryfus Packing & Provision Co., Lafayette, Ind.

Schmadel Packing and Ice Co., Evansville, Ind.

J. T. McMillan Co., St. Paul, Minn.

Denholm Packing Co., Pittsburgh, Pa.
Fairmount Provision Co., Alliance, O.
Punxsutawney Beef & Provision Co., Punxsutawney, Pa.

Dubuque Packing Co., Dubuque, Ia.

Wilmington Provision Co., Wilmington, Del.

Fried & Reineman Packing Co., Pittsburgh, Pa.

Henry Lohrey Co., Pittsburgh, Pa.

Hugo Kuhn, Pittsburgh, Pa.

Columbus Packing Co., Columbus, O.
J. Fred Schmidt Packing Co., Columbus, O.

Hygrade Food Products Corp., New York.

Union Packing Co., Los Angeles, Cal.
Standard Packing Co., Los Angeles, Cal.

Sterling Meat Co., Los Angeles, Cal.
Schaffner Bros. Co., Erie, Pa.

Roth Blum Packing Co., San Francisco, Cal.

Injunctions Granted

Temporary injunctions restraining action to collect the tax have been granted to Kingan & Co., Indianapolis, Ind.; Milner Provision Co., Frankfort, Ind.; Dryfus Packing & Provision Co., Lafayette, Ind.; Major Brothers Packing Co., Mishawaka, Ind.; Schmadel Packing and Ice Co., Columbus Packing Co., J. Fred Schmidt Packing Co., Denholm Packing

Co., Pittsburgh, Pa.; Punxsutawney Beef and Provision Co.

Injunctions given Indiana packers were among seven granted by Federal Judge W. C. Lindley on July 2. Judge Lindley heard arguments on both sides and then granted the temporary injunctions. He explained his action by saying the plaintiffs had brought out that there now is pending before Congress a bill forbidding refund of processing taxes even if they are found unconstitutional. This, he said, constituted an unusual and extraordinary situation warranting the restraining order.

"I wish Congress would pass a law requiring the district court to certify the question of constitutionality directly to the United States Supreme Court, so that these cases could be heard within a few weeks, instead of dragging them out for two or three years," he declared.

Wallace's Power Attacked

All plaintiffs except one agreed to deposit in escrow amount of taxes due. Attorney for the one said the plant was menaced by threat of sale for taxes. The court issued a special ruling in this instance, preventing sale of the property without a further order of the court.

Taxing powers of the Secretary of Agriculture were attacked by the plain-

tiffs. "He has power greater than any granted before in assessing taxes in this country," attorneys for the companies declared. "He alone determines whether hogs, wheat or corn shall pay tribute. He is given no standard, no rate, no guidance."

"Is there nothing in the act limiting him?" asked Judge Lindley.

"Nothing," was the reply, "except the statutes defining a large group of commodities. But he also is empowered to include any competing commodity, or to exclude any or all of those listed."

Attorneys in this case declared that all they asked was temporary relief, so that the companies will not have paid the taxes in the interim, in the event the Supreme Court decides the law is unconstitutional.

Other Processors Join Fight

Similar suits were cropping out all over the country this week, brought by flour mills, cotton processors, paper mills, cigar makers and many others. In many of these cases companies bringing the suits were granted temporary injunctions by federal judges.

Nine millers' processing tax suits are pending in Minneapolis; two Philadelphia cigar makers have brought similar actions and obtained injunctions; three

(Continued on page 25.)

AAA Amendment Changes Include More Tax Powers

In contrast to the AAA amendments passed by the House, the Senate bill reported out this week modifies processing tax provisions in the act so that the tax may be continued, even though price of commodity taxed is above parity. It also contains a provision which might bring about tax rate revision.

Senate amendments were ordered reported out of committee on June 29 by unanimous vote. Committee members, however, reserved the right to point out the unconstitutionality of various features when they came up for consideration on the Senate floor. It is believed the bill may be considered within a few days.

How Tax Might Be Reduced

The section providing for continuance of the tax states that when parity price on any commodity is maintained for two months before the start of a marketing season, or ten months during a marketing season, processing tax shall be reduced. The tax is to equal 20 per cent of parity if the price is not more than 20 per cent over parity. If it goes higher the tax is to be cut to 10 per cent of parity.

The farm price of hogs is now about 90 per cent of the parity price, and if it reached and was maintained at \$9.24,

the parity price, for two months before the start of the marketing season in November, the Secretary of Agriculture would be required under the Senate bill to cut tax from \$2.25 per cwt. to approximately \$1.85. If pork prices rose on the farm to \$11 for the required period the Secretary would have to cut the tax to 92 cents.

The processing tax would also be kept flexible by provisions allowing the Secretary to increase or decrease, put on or take off a tax.

Would Prohibit Tax Refund

As revised the Senate bill contains provisions similar to those in the House version, which would lock the courts against anyone seeking to obtain a refund of such tax, even though the tax might be declared unconstitutional, and to shut off from court relief anyone seeking to prevent the collection of such tax.

To the House bill the Senate also added sections as follows:

Adding to the list of commodities subject to AAA orders for enforcing marketing agreements, so as to make the complete list include milk and its products, wool and mohair, fruits (not apples), tobacco, vegetables (not for canning), soy beans, hops, poultry and naval stores.

(Continued on page 25.)

New Beef Grading Methods Shown

Visiting Packer Beef Men Learn Fine Points of System
in Practical Plant Demonstration

PACKERS from many sections of the country gathered at the Chicago Union Stock Yards on June 28 to witness practical demonstrations of the beef grading system sponsored by the Institute of American Meat Packers, and explained in the Institute's booklet, "Standard Beef Grading System."

This system was formally adopted by the executive committee of the Institute in 1930. It has been revised from time to time, and is now considered to be both practical and helpful as a means of definitely designating quality, conformation and finish of carcass beef. It is being used, it is said, by packers who sell more than two-thirds of the commercial beef in the United States.

These demonstrations were made in the beef coolers of Swift & Company, Armour and Company and Wilson & Co. Packer visitors were divided into three groups, to each of which was assigned an experienced beef grader to explain the various grades in detail and answer any questions asked.

Previous to the cooler demonstration packers gathered at the main office of Armour and Company, where they were addressed by H. R. Davison, director Institute Department of Livestock, and L. B. Dodd, Armour and Company. Purposes of grading advantages of this particular system and its application were points stressed by these speakers. Following the demonstrations lunch was served in the Armour restaurant.

How Beef Is Graded

This beef grading system, as explained in the June 22 issue of *THE NATIONAL PROVISIONER*, places beef in four classes—steers, heifers, bulls and stags and cows—and divides each class into 10 groupings according to conformation, finish and quality.

Conformation includes the general build and outline of the carcass and its parts. Finish denotes color, amount, character and distribution of fat. Quality includes color, texture and marbling of meat, and color and character of bones, particularly chine bones.

Within each class the ten grades of beef are numbered from 0 to 9, with low numbers indicating the better grades. Companies using the system may prefix a name, letter or number as a designation of company or class; but the final number always indicates the grade. Thus if D represents a certain company, and 2 is chosen to denote steers, the company could designate its best grade of steers as D20, or show the fifth grade as D24.

Carcasses of steers, heifers and cows had been graded according to this sys-

tem for these demonstrations, and the packers were conducted through the coolers and reasons for placing the carcasses in the various grades explained to them.

In at least one packer's coolers no carcasses grading 0 were shown, it being explained that few animals eligible to this class are coming on the market at this time. In each case, however, enough carcasses had been placed in each of the other grades to demonstrate the variation within each grade, and to enable packers viewing the displays to understand better the reasons for particular selections.

Differences Between Grades Slight

At one of the demonstrations eight grades of steers were shown, ranging down from 1. It was made clear by the demonstrator that the selections of carcass grades must always be more or less tentative until the carcasses have been ribbed out. Weight as such is not an influence.

In this particular case it was evident that quality and finish were largely influencing factors in grading done, although as between two carcasses conformation apparently was considered of enough importance in particular instances to cause carcasses of No. 1 quality, for example, to be placed in a No. 2 grade.

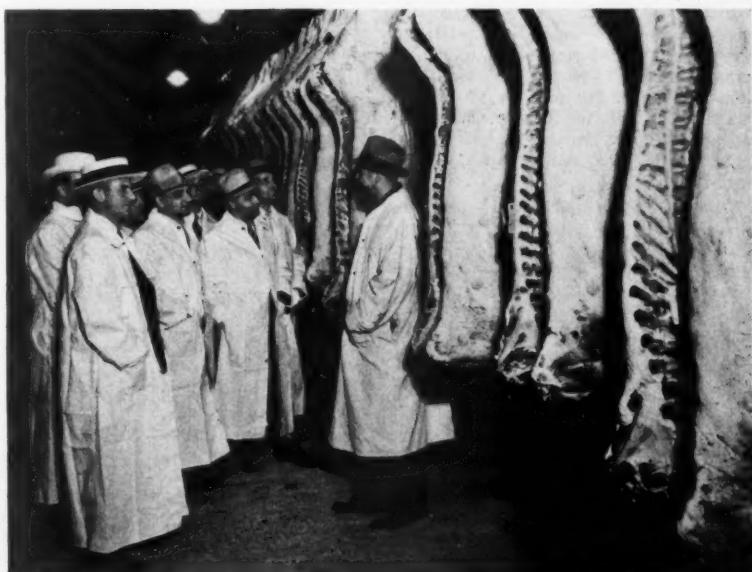
Likewise, a bruise or a cut, it was noticed, was sufficient to place a carcass in a lower grade, regardless of other qualities. It was explained, however, that in such cases the wholesale cuts from bruised or cut carcasses would obviously be placed in that grade to which carcasses belonged because of finish, quality and conformation.

Differences existing between particular carcasses in one grade and those in the next higher or next lower grade, were not always clearly apparent, although comparisons of carcasses several grade apart showed enough variation in one or another of the influencing characteristics to make justification for the selection evident. Almost without exception, however, reasons for placing a carcass in a particular grade were quickly pointed out by the grader assigned to the investigating group.

Close Grading an Advantage

By viewing carcasses closely and asking for information on doubtful points the methods by which various carcasses had been assigned to various grades were made clear. Thus not only were grading questions answered in the open forum thus developed, but a great deal of general and specific information was brought out on the Institute grading method and on beef grading in general.

(Continued on page 20.)



PACKER BEEF MEN STUDY NEW GRADING SYSTEM.

Recent demonstration of the new beef grading system of the Institute of American Meat Packers at the Armour plant in Chicago, attended by many outside packers. An expert in Armour's beef department is seen pointing out the grades to visitors.

Puts Profit Ahead of Volume

New Plant of Weil Packing Company Planned for Processing Efficiency Rather Than Growing Volume

EVERY meat packing plant differs from every other in physical aspect, and sometimes in important details of manufacturing and processing. In one respect, however, most of them are as alike as "two peas in a pod"—they are constructed and operated with a view to increasing volume to be sold at an extremely narrow margin of profit.

Plants in this class are so common as to justify the belief—or at least create the impression—that the large-volume, narrow-margin policy has been adopted by meat packers generally. To find one operated under any other policy, therefore, is so unusual as to justify more than casual consideration.

Uses Sane Policy

Among those meat packing businesses in which more consideration always has been given to obtaining a fair spread between costs and prices, and less to building up volume, is that of the Weil Packing Co., Evansville, Ind.

Phases of this company's merchandising methods have been discussed in earlier issues of *THE NATIONAL PROVISIONER* (see issue of July 7, 1934). Construction recently of a new plant by this company has again attracted attention of the industry to its policy of being satisfied with a volume commensurate with the territory it serves, and of planning processing, manufacturing and distribution operations so as to produce and deliver that volume most efficiently.

Reasons for a packer's policy are



THREE GENERATIONS ON THE JOB.

Family management, with each member on the job daily, is one reason for the success of Weil Packing Co. RIGHT TO LEFT.—Theo. Weil, president and manager; Julian Weil, livestock; Ben Weil, founder and livestock buyer; Henry Weil, secretary and purchasing agent; Leon Weil, treasurer and superintendent.

sometimes difficult to determine. In the case of the Weil organization—strictly a family affair, although a corporation—long experience in meat packing, and leisure at intervals to evaluate methods and results, have had influence in shaping policies. One belief among its officers seems to be outstanding. This is that money invested in plant and equipment not operated at a high percentage of potential capacity is not well spent, and may be not only a hindrance to healthy progress, but an element of considerable danger.

Three generations of the Weil family are now actively engaged in the business. Weil history started in 1871, when Ben Weil—father of Theodore, president of the company, and grandfather of Leon, Henry and Julian, other officers—opened a retail meat store in Evansville. The business prospered, and in 1889 a slaughter house was constructed in which simple sausage manufacturing equipment was installed. This building was located on what is now the main business street of the city. This business was consolidated with the

Evansville Packing Co. in 1902.

Except for a short interval Ben Weil has continued active in the industry since that date. Although now 87 years old, he is as active mentally and physically as many younger men. One has but to follow him on foot about the Evansville stock yards while he is buying cattle, or engage him in a pinochle game—his favorite pastime—to appreciate these facts. He is on the job every day, rain or shine, and is thought to be the oldest active livestock buyer in the business.

Learn by Experience

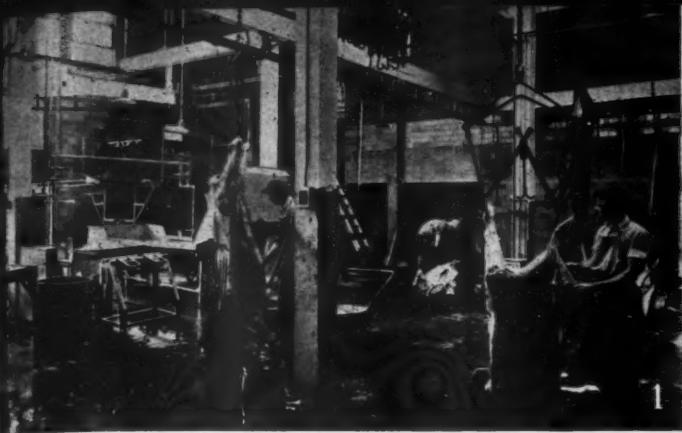
Behind Theodore Weil, president, is also a working lifetime of experience in the meat packing industry, during which time all phases of processing, manufacturing and operation were learned in the hard school of experience. His start was made in 1895 with the Evansville Packing Co. He later managed a plant in Little Rock, Ark., and then became associated with Cudahy Packing Co. at Pittsburgh, Pa. From 1916 to 1924 he was superintendent of beef operations for the Harris Abattoir Co., Toronto, Can. He returned to Evansville in 1925 and founded the Weil Packing Co., from which the present business has grown.

The original plant was soon outgrown and the company purchased the Henry Daudistal plant at the present location. One addition was made at that time to the engine room, including

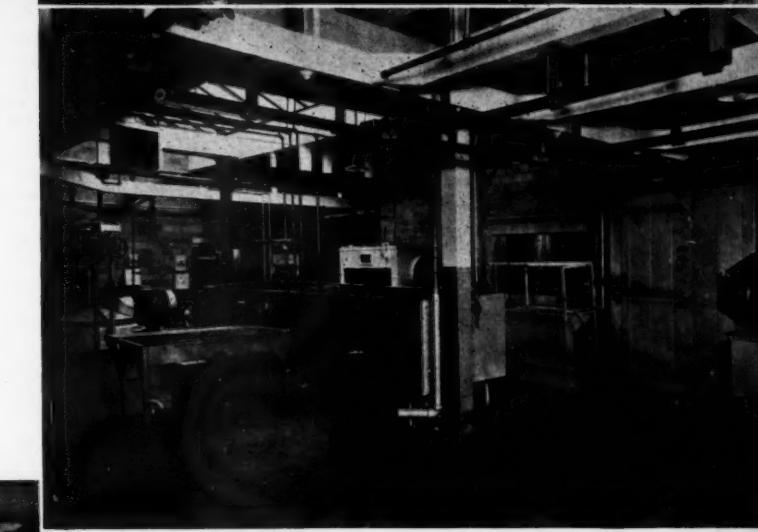
(Continued on page 52.)



NEW PLANT OF THE WEIL PACKING COMPANY, EVANSVILLE, IND.



Modern PROCESSING
FACILITIES FEATURE
New Plant of
WEIL PACKING CO.



1—**Slaughtering**—Killing room is light and airy and well equipped to handle small volume. Both cattle and hogs are killed on this floor. Hog dehairer is shown in background.

2—**Corner of Abattoir**—Shavers' stands are of permanent concrete and tile construction. Hog killing capacity is 60 head per hour.

3—**Lard Rendering**—All lard is produced by open kettle method. Equipment arranged for convenient and economical handling of materials.

4—**Sausage Stuffing**—Note unit cooler in upper left hand corner; also double windows. Capacity of sausage kitchen is 25,000 lbs. weekly.

5—**Sausage Cooking Tanks**—These adjoin sausage kitchen and are convenient to smokehouses.

6—**Sausage Packing Cooler**—A large variety of sausage products are made, new varieties being tried out continually. All products are branded or otherwise identified.

2

3

Practical Points for the Trade



Hungarian Kolbase

Hungarian kolbase is a tasty product that finds ready sale among consumers who know its good qualities. A packer asks how to make this sausage:

Editor THE NATIONAL PROVISIONER:

We believe there is a market in our territory for a considerable quantity of Hungarian kolbase and should like formula and method of processing.

Hungarian kolbase is made of cured meats only in the following proportions:

60 lbs. lean beef
20 lbs. lean pork trimmings or veal
or pork cheeks
20 lbs. regular pork trimmings.

Beef is ground through fine plate and pork added without grinding. Following seasoning is then added to beef and pork mixture:

Seasoning:

7 oz. pepper
2 oz. sweet Hungarian paprika
1 oz. mace or nutmeg
garlic to suit.

Dry or liquid seasoning may be used or seasoning compounded by firms which specialize in doing this.

Entire mass is then reground through $\frac{1}{2}$ - or $\frac{1}{4}$ -in. plate and again mixed. If water is used in formula, it should be added to beef after grinding. Five pounds of dry milk are included at time water is added.

Kolbase should be made daily if a quality product is desired. Stuff in wide hog casings and link 12 to 15 in. long. If smokehouses are operated at night kolbase should be stuffed late in afternoon and permitted to hang in sausage room until two o'clock the following morning. Start smoking at 80 degs. Fahr., raise temperature gradually for 3 to 4 hours, finishing off at 160 degs. for 25 to 30 minutes. When kolbase is removed from smokehouse, cool by spraying with water and return to a hot smokehouse for about one minute. This last smoking will bring back a bright lasting color. Product is then ready for sale.

If smoking at night is not done kolbase should be held in cooler over night and smoked, as described above, the following morning.

Producing Scotch Hams

An Eastern meat curer wants to make Scotch hams. He writes:

Editor THE NATIONAL PROVISIONER:

Will you kindly advise us regarding necessary equipment for curing Scotch hams. What weight of hams should be used? How many days should they be in cure?

One method of making so-called "Scotch" ham is as follows:

Use either a 12/14 or a 14/16-lb. ham, depending upon trade requirements. Give it an ordinary sweet pickle cure but do not pump it. Handle the same as in curing regular hams, using a 70 deg. pickle.

A 12/14-lb. ham should stay in cure 65 days and a 14/16-lb. ham 70 days as the ham is not pumped.

When ham is cured take out of pickle and soak in cold water for about 5 to 6 hours. Then wash in warm water. Dry thoroughly before smoking.

Smoke with cold smoke for 8 to 10 days. The reason for the long smoke is to get a firm, dry ham. After smoking it is good practice to let ham hang in dry room another 10 days.

After ham has been fully dried, take out aitch bone, open ham in side seam and take out round bone, leaving shank bone out, then roll and tie. This is a Scotch ham.

What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In larger quantities, please write for prices.

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name

Street

City

Enclosed find a 10c stamp.

Why Frankfurts Sweat

A packer whose cooler is clean and dry nevertheless has trouble with frankfurts sweating, and is seeking the cause. He writes:

Editor THE NATIONAL PROVISIONER:

We will appreciate information on the reasons causing formation of moisture on frankfurts. After smoking and chilling, franks are permitted to remain in sausage room to get natural temperatures, after which they are placed in storage cooler at a temperature of 38 to 50 degs. Fahr. We have complaints from customers that after our franks have hung in the store two days they become mouldy and slimy. Our cooler is new and dry.

Sweating of frankfurts in the cooler or shortly after removal from it is not unusual. In the latter case the trouble is due to contact of the warmer air of the packing room with the product which has been in the cooler. Moisture in the air is deposited on the franks. However, this does not appear to be the trouble in this instance, sweating apparently being confined to franks in the retail store.

If this is the case, improper handling of the meats by retailers is causing the trouble. This packer may be delivering his frankfurts in refrigerated trucks, and the meats are chilled to around 50 degs. when the retailer receives them. If the frankfurts are hung in room temperatures, as appears to be the case, moisture is very sure to collect on them and slime will develop.

The remedy for the trouble is to educate retailers to the necessity for keeping frankfurts under refrigeration, and to equalize temperatures in which they are handled.

There is no need to permit frankfurts to hang in the sausage room after cooking and showering for a time longer than is required to allow surface moisture resulting from spraying to dry off. Other causes of sweating are too much water in the meat when stuffing, and too short a time in the smokehouse. Unless the pores in the casing are closed during smoking, moisture in the meat may seep through to the surface of the casing.

It is good policy not to pack frankfurts until just before shipment. The more rapidly the franks can be moved out of the plant after being chilled the less danger of damage there will be.

WATCH YOUR KILLING FATS

It is important that killing fats should go directly to the rendering kettle. "PORK PACKING," The National Provisioner's latest book, explains why and gives many other important details of lard rendering.

Steam and Power

Savings in the Meat Plant Made Possible by Efficient Equipment and Operation

EQUIP TO CUT POWER COSTS

Final details in a plan for making comparatively large savings in the cost of steam and power by generating power as a by-product of the processing steam demand were completed this week by H. D. Peet, president, Peet Packing Co., Chesaning, Mich., by signing of contracts for the purchase of the necessary equipment.

Improvements will include practically complete rehabilitation of the boiler and engine rooms, installation of new equipment, construction of a new freezer, and rebuilding and alteration of the hog chill room. The steam for plant power generation, equipment operation and processing will be made in a 150 h. p., three-drum, low-head, bent tube, Stirling type Murray boiler at a pressure of 250 lbs. and 50 deg. superheat. This will be equipped with stoker, soot blower and feed water control.

Main power generating unit will be a 150 k. w. Murray extraction, condensing turbine geared to an Ideal generator. A 150 k. w. non-condensing, direct connected turbo-generator set will be used for standby service. Current will be generated at 240 volts.

Steam for operation of ice machine and rendering will be extracted from the turbine at from 60 to 70 lbs. Low pressure steam for cooking, building heating, etc., will be secured from the 60-lb. line through reducing valves.

The new hog chill room will have a capacity of 300 hogs, and will be refrigerated with the Bloom self-contained system of open brine sprays. Freezer will have a capacity of 200,000 lbs. of product. A Frick engine-driven, multiple-suction compressor will be installed to handle this freezer load.

The work is being engineered by Brady, McGillivray & Mulloy, Chicago.

FIGURING STEAM PIPE SIZE

Steam pipes should be carefully calculated when being installed. If they are larger than needed, first cost will be greater than it need be. If they are too small, processing operations may be interfered with because of an inability to supply as much steam as is needed. A small packer recently inquired about steam pipe sizes as follows:

Editor The National Provisioner:

Most of our steam fitting is done by employees of the plant. Although we have tried to figure steam pipe sizes carefully, we have made numerous mistakes and in a number of cases have had to tear out piping and replace it with a larger size. Can you tell us of a simple method for calculating steam pipe sizes?

Steam pipe sizes may be calculated from the accompanying chart. From it, knowing the size of pipe installed, the amount of steam the pipe will deliver can also be determined. This chart is based on the velocity of steam used most, namely 6,000 ft. per minute.

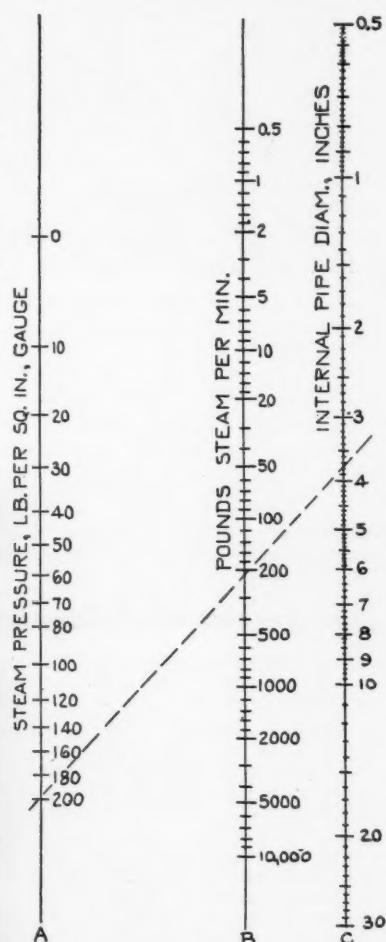
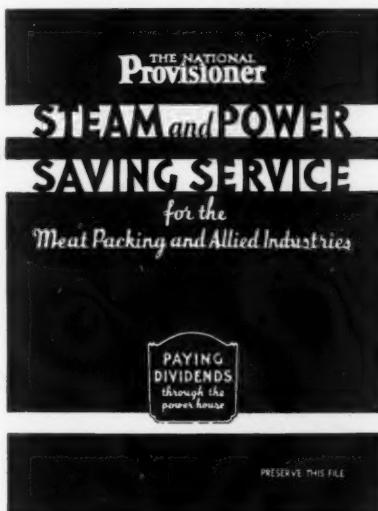
For example, what size steam pipe shall be used where the steam pressure is 200 lbs. gauge and where 225 lbs. of steam are to be used per minute? The dotted line across the chart shows how easily it is done. Simply run a straight line through the 200 (column A) and the 225 (column B). The intersection with column C gives the answer as 3.75 in. internal pipe diameter. This is very close to a 4-in. pipe and, therefore, a 4-in. pipe should be used.

If the steam pressure is known (column A), and the pipe is already installed, the diameter of course is a known quantity (column C) and the pounds of steam the pipe will carry per

minute is easily determined by simply connecting the known factor in column A with the known factor in column C. The intersection with column B gives the pounds of steam per minute.

This chart will be found satisfactory for most short pipes where the pressure drop is small, amounting to only 2 or 3

Would This Information Be Useful To You?



pounds. Most steam pipes are short and it, therefore, is unnecessary to worry about the complexities to be found in most of the steam flow formulas commonly seen in print.

AIR CONDITIONING SHOW

The fourth International Heating, Ventilating and Air Conditioning Exposition will take place at the new International Amphitheatre, Chicago, January 27 to 31, 1936, at the same time as the annual meeting of the American Society of Heating and Ventilating Engineers.

New products and improvements will be shown by those manufacturers whose sales appeal is directed to men who regularly specify, buy or use. Architects, consulting engineers, operating engineers, builders and others interested will attend.



PACKING INDUSTRY'S LARGEST BEEF HOUSE.

New Armour beef house at Chicago, now under construction, will be the largest in the country. Capacity is 20,000 cattle per week and cost about one million dollars.

NEW ARMOUR BEEF HOUSE

A contract for building Armour and Company's new million dollar beef house at Chicago has been let to Jacobson Bros., Chicago contractors. M. J. Corboy Co., has been given contract for plumbing. These two contracts together total over half a million dollars and will provide work throughout summer and fall for several hundred workmen representing various building craft trades. Foundation work for the new building has been completed and steel for the structure is already being erected.

Armour's new beef house will be located at 43rd st. and Packers ave. Building will be of reinforced concrete with brick exterior, glazed tile and vitrified brick interior and six stories high. The top floor, devoted to killing and dressing operations, will have a maximum clearance of 30 ft. This floor is divided into two sections, one of which will be 60 ft. wide and 200 ft. deep without a single pillar or other obstruction. Lying on one side of it and separated only by pillars will be another clear space 40 ft. wide and 200 ft. long. In the larger section there will be 22 slaughtering beds, providing a capacity for handling 20,000 cattle a week, 25 per cent greater than capacity at Armour's Kansas City plant, which is the largest in the country.

The new building will provide all facilities necessary for complete handling of cattle and by-products. Floors immediately under the top floor will contain equipment for rendering beef fats into oleo oils and for cleaning and processing, chilling and packing of sweetbreads, livers, hearts, kidneys, etc. Lower floors will be devoted to curing and storage of hides, with capacity of 60,000 hides.

When operated to capacity the beef kill will employ approximately 800 people. Efficient operation and comfort of workers will be assured by modern equipment and such additional features

as controlled ventilation, best light obtainable and commodious locker rooms and toilet facilities.

Capacity of building requires that there be two separate inspection tables—moving metal platforms which travel past the government inspectors at a speed which is synchronized with movement of beef carcasses. This gives inspectors ample time to do a complete job.

Chill rooms in which the beef carcasses hang for 48 hours at a temperature just above freezing are immediately adjacent to a large railroad loading dock. Thus it will be possible to keep beef under refrigeration from the time it enters chill rooms until beef quarters are hung in refrigerator cars.

In order that the public may see the complete operations to best advantage a visitor's gallery will be built about midway between floor and ceiling for the full 200 ft. length of the building. This walk will give a complete and unobstructed view of the operations on the floor, government inspection tables and washing and shrouding operations. A passenger elevator from street and bridge levels will provide entry to visitors' gallery.

NEW BEEF GRADING METHODS

(Continued from page 15.)

Some expressed doubts as to the practical advantage of such close grading—sometimes so close that practical beef men were unable to distinguish the difference between carcasses in one grade and some of those in the next higher or lower grade. It was explained, however, that close grading, particularly where volume of carcasses handled justifies it, is of considerable advantage from both livestock buying and meat merchandising standpoints, and that it enables a packer not only to increase livestock buying efficiency,

but also to price carcasses to better advantage and to better satisfy all classes of buyers.

It is a difficult matter to explain on paper the slight variations from grade to grade in these steer carcasses.

Differences in Grades

No. 1 carcasses were obviously of high quality, well covered, of good conformation, bright color and desirable in every respect. No. 2 steer carcasses in most respects were probably as desirable as those in the higher grade, except perhaps in conformation or color. Usually there was little difference in quality between these two grades, although there might be.

From the No. 2 grade down lower quality is more of a factor, although other considerations enter to determine the grade into which a particular carcass will be put. While there was little difference between one grade and the next lower or next higher, differences as between several grades were very apparent. As mentioned, a spread in each grade was evident.

Five grades of heifers were shown at one demonstration. As between the methods of grading heifers and steers there was apparently no difference. Qualities in a steer carcass that determined its grade also influenced the placing of heifers. Eight grades of cows, the last of which is the cutter grade, were also on the rails. In this class, it was made clear, grades 1 and 2 are what are classed by some packers as "heiferettes"—that is, a class between heifers and cows.

In general, reaction of visiting packers to this system of grading, as noted by THE NATIONAL PROVISIONER, was very favorable. If quite generally adopted, it was thought, grading of beef carcasses will become much more of a scientific operation and less of the haphazard function it has been. Many thought also that it would be helpful in educating beef men in the finer points of beef grading.

CANADIAN BRANDED BEEF

Sales of branded beef in Canada during April, 1935, totaled 3,280,714 lbs., those for the same month in 1934 being 3,599,621 lbs. Sales of the first or red brand in April, 1935, amounted to 1,146,612 lbs. and those of the blue or second brand, 2,134,102 lbs.

BUTTER IMPORTS CONTINUE

Butter imports at New York amounted to 1,111,600 lbs. during two weeks ended June 13, bringing total imports since January 1 to 23,486,458 lbs. Total imports of butter during 1934 were only 1,107,000 lbs. The movement is expected to continue at a slow rate in the immediate future.

"HIDDEN" COSTS

*Can hide many
Chances for...
SAVING!*

● In the same way that wastes become hidden in handling costs, so that losses can be discovered only through a careful check-up—so do ineffective and wasteful methods of lubrication continue to escape notice until you start a definite search for savings.

Often it's over-lubrication—using too much lubricant or too much time where a better choice of material, means of application, or the correcting of some other factor would fully meet the requirements at less cost.

Last month one of our offices produced records showing a 40% saving in lubrication for one plant which handles tons of materials daily. This saving was accomplished by a complete study of all lubrication and maintenance operations—conducted at no cost by a Standard (Ind.) lubrication engineer.

Call your nearest Standard (Ind.) office for suggestions and the assistance of trained and experienced engineers in connection with any special problem involving petroleum products, or for a complete plant survey of lubrication costs. This service is yours absolutely without obligation.

Copr. 1935 Standard Oil Co.

STANDARD OIL COMPANY (INDIANA)

• A booklet packed with practical suggestions on the Lubrication of Materials Handling Equipment is available—also similar helpful material on other specific groups of lubrication problems. Note the list of titles at the right.



Standard Oil Company (Indiana)
910 S. Michigan Ave., Chicago, Ill.

(129)

Gentlemen: Kindly send copies of the papers checked to the undersigned. It is understood that no obligation is implied.

"Lubrication of Materials Handling Equipment"
 "Lubrication of Power Transmission Equipment"
 "The Lubrication Engineer—His Value to You"

(attach list of any additional subjects in which you are specifically interested.....)

Name..... Position.....

Company.....

Address.....

City..... State.....

MANY A PROBLEM OF PROFIT IS REALLY A PROBLEM OF COSTS

THIS
PROVISIONER
HAS FOUND THE
ANSWER



SOMETIMES business men forget that PROFIT is what's left after all COSTS have been subtracted from all INCOME. Increasing net profit is not always a matter of getting more business. In many cases, it is a matter of lowering costs.

One way to lower costs is to gain the advantages of V-8 Economy in the operation of your business vehicles. With V-8 Economy, you save three ways . . . on first cost, on operating cost and on maintenance cost. And with V-8 Performance you can offer better service and attract new business too.

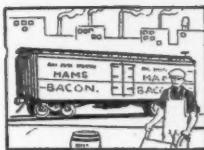
Your Ford dealer will be glad to let you make your own "on-the-job" test . . . with your own loads, over your own routes, with your own driver at the wheel. Call him today and ask for this test . . . and ask about the Ford Engine Exchange Plan and other parts exchange privileges that assure low maintenance costs.

THE FORD V-8 STAKE TRUCK ON THE 157-INCH WHEELBASE CHASSIS

A big husky unit with plenty of load capacity. Load space measures 142½ inches long, 82 inches wide and 42 inches high. Floor is protected by steel skidstrips and bound by a steel rubrail. All stake sections can be readily removed. Center stake section on each side is hinged and can be swung outward.

FORD V-8

TRUCKS AND COMMERCIAL CARS



REFRIGERATION

and Frozen Foods



Installing Insulation

New Methods Prevent Infiltration of Air and Moisture.

Perhaps the greatest change in insulation practice during the past dozen years—in the opinion of P. Edwin Thomas, manager of the New York office of the United Cork Companies, expressed in a paper read before the Philadelphia section of the A. S. R. E.—has occurred in the method of applying the initial course of insulation to wall surfaces, especially to concrete, brick, tile or stone, and also in connection with the finish applied to the exposed surface of the insulation in the cold room.

The specification followed for many years was to apply the first layer of corkboard to new, clean building walls in a bedding of Portland cement, with cement between the layers, and then finish off the insulation with Portland cement plaster. But failures of insulation applied in this way became sufficiently numerous, as the years passed, to justify active investigation of the subject by manufacturers and important users.

Failures of insulation thus applied, aside from those due to poor materials and workmanship at time of installation, were traceable to moisture in the insulation. This collected after the corkboard had been in service for a while and in time caused disintegration of the corkboard through decomposition of the resin binder in contact with water or else caused more rapid disintegration from ultimate freezing and thawing. These investigations demonstrated that moisture found its way into the cork insulation through two distinct and different sources.

Water Causes Trouble.

When water is precipitated on the plastered surface of an insulated cold storage room by the condensation of moisture out of the air of the room against a cool surface, a part of such water is absorbed by the plaster by capillarity, which tends slowly to disintegrate the plaster by placing a portion of this moisture on the surface of the insulation directly behind the plaster.

Cork, unlike other materials, will not take up this water by capillarity, as already explained, but such water may find its way into the corkboards by gravity, travelling through any possible interstices or voids between the particles of cork bark used in the manufacturing process. While manufac-

turers now understand and appreciate that the modern corkboard product of maximum worth must be compact and free from voids to the greatest possible extent, yet it would appear that all voids, especially surface voids, cannot be eliminated. Thus water in contact has been known to penetrate corkboard insulation to a depth of an inch or so toward the outside building wall.

Water may also find its way into corkboard insulation through an entirely different source, that is, from the outside of the building, as mentioned before.

The discovery of these two distinct ways in which moisture is placed in corkboard insulation has been of great value in revising insulation specifications. Air-proofing of surfaces to receive insulation is now done wherever possible or feasible, so that instead of air being drawn through the building walls and the insulation, to compensate a partial vacuum in the room, such air will be supplied through some other channel.

Treatment of Surface

These surfaces must be air-proofed, not waterproofed, and the necessity for air-proofing is believed to increase with decrease of cold storage room operating temperature and in a general way with the size of the room. The greater the cubical content of the room, the greater will be the vacuum effect produced by refrigeration. The choice of materials used in the building construction will also decrease or increase the resistance of the passage of air.

A hard, repressed brick is to be preferred. If monolithic concrete, it should contain a so-called waterproofing material to close up the pores as much as possible and provide just that much more resistance to the infiltration of air.

To air-proof building walls, two good coats of a suitable asphalt primer—not ordinary asphalt paint—should be applied, by brush or spray gun, as reason dictates. A suitable priming material is a good grade of unfluxed petroleum asphalt cut to the proper consistency with a solvent. The corkboard should then be erected in hot, odorless insulating asphalt against the primed surface of the building walls, and the second layer erected to the first in the same material and additionally secured with skewers.

By way of a suitable interior finish over the insulation in cold storage rooms, manufacturers first developed an asphalt mastic coating ironed on the

corkboards at the factory. The difficulty with this product was the unsuccessful sealing of the mastic joints. In due course and after considerable experimentation, an emulsified asphalt plastic finish was developed that could be applied on the job in a manner similar to Portland cement plaster, in two coats, with a continuous surface sufficiently elastic to withstand without cracking the contraction and expansion incident to cold storage rooms, and which finish may be painted as desired after first priming with orange shellac or aluminum bronze.

Factors for Efficiency

A high degree of proficiency has been attained by the manufacturers of asphalt emulsions, such properties as adhesion, cohesion, ductility, consistency, melting point, susceptibility to temperature changes, waterproofness, resistance to acids and alkalies, air-tightness and length of effective life, being the prime factors in the selection of a desirable basic asphalt used in the manufacture of these products.

Although there is a mass of data now available concerning cork insulation, yet the innumerable problems arising in successful, not to say costly, cold storage construction, would seem to require today, as they have always required, the individual attention of experienced refrigeration and insulation engineers, both with respect to the initial specifications and the careful supervision of the work itself.

REFRIGERATION NOTES

New Dixie Warehouse Co. has been incorporated at Kingston, N. C., with a capital stock of \$100,000.

McCrane Bros., stock buyers and meat distributors, have leased cold storage equipment of the Broadhurst Cold Storage Co., Fitzgerald, Ga.

J. P. Shaffer of Troy, Ala., is considering construction of small package meat packing plant with 25,000 cu. ft. refrigeration space.

Armour & Co. has let contract for erection of \$14,000 addition to its plant at Los Angeles, Cal.

A cold storage plant is being constructed at Kelowna, B. C., at a cost of \$35,000. It will have capacity for 75,000 boxes.

D. A. MacNab is chairman of committee to plan construction of city cold storage plant at Orillia, Ont.

B. Solomon recently purchased a 2-

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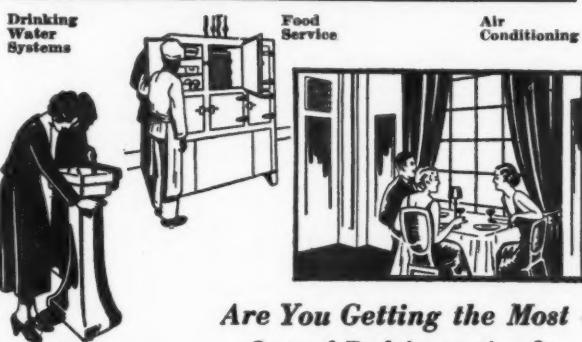


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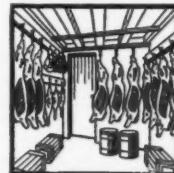


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Quick Freezing



Retailing

ton refrigerating machine for use in sausage plant at Jacksonville, Fla.

Plans are being completed for an abattoir and stock yard at Savannah, Ga. The city will submit them to the federal government as a self-liquidating project. Plant will include cold storage facilities.

National Ice & Produce Co., New Albany, Ind., is constructing a two-story cold storage warehouse on property adjoining its main plant. Addition will increase cold storage capacity to 150,000 cu. ft.

Beyschlag & Co., Detroit, Mich., recently purchased a 2-ton refrigerating machine for meat market use.

AAA AMENDMENTS

(Continued from page 14.)

Other new sections prohibit benefit payments in kind under the "ever normal granary" plan, leave intact the power of the Secretary of Agriculture to use processing taxes to remove surplus commodities, expand domestic or foreign markets or pay rental or benefit payments for curtailing production as provided in the House bill.

Senate Changes House Bill

The Senate bill deletes from the House measure the following:

Permission to consider hogs and field corn as one commodity, so that benefits could be paid corn growers out of processing taxes levied on pork.

Requirement that expenditures for each commodity shall not be less than the processing taxes levied on that commodity.

Authority permitting the President to prohibit or restrict importation or to specify terms and conditions of importation of competing commodities threatening to render ineffective any AAA crop control program, and authority to use 30 per cent of all customs receipts to pay export subsidies.

The American Liberty League declared this week that passage of the amendments should be deferred until the Supreme Court is given the opportunity to rule on the constitutionality of AAA. In an analysis of the legislation the league condemned apparent attempts to avoid a definite judicial decision on the present law.

Calls It Dishonest Legislation

"No more dishonest piece of legislation has come before the present session of Congress," the league's statement declared. "Under a mass of verbiage is concealed a recognition of the complete demolition of the AAA by the Schechter case decision. Scarcely anything of importance was left in the act within constitutional bounds, judging from the repeal of virtually all important sections and substitution of entirely new language. The bill bears little resemblance in text to either the present law or to earlier drafts of amendments to the act which have been

before Congress throughout the present session. In effect, the bill conveys an admission that the entire AAA structure is unconstitutional.

A number of chambers of commerce, manufacturers' associations and various business and civic organizations have again voiced their opposition to the amendments.

PROCESSING TAX SUITS

(Continued from page 14.)

milling firms in Oklahoma City have asked for restraining orders and four large milling companies filed suits in New York during the latter part of the week asking for declaratory judgments and injunctions.

In a number of industries—sugar refining, for example—decision is being awaited on the Hoosac Mill textile tax case. It is pointed out that this is the

Keep Books on Hog Tax

EVER since the processing tax was imposed packers have been urged to keep a strict account of tax paid or accrued, and to regard this tax as a part of costs. The fact that many packers are filing suits to avoid payment of the tax does not alter the situation in the least. One packer fears this may result not only in failure to achieve the object desired, but also in demoralized markets. He writes:

Editor THE NATIONAL PROVISIONER:

Packers should be careful with their bookkeeping if they hope to get anything back on the processing tax.

Market prices since the beginning of the processing tax presumably have reflected payment of the tax as a part of cost. Hoping to escape the tax entirely, many packers have been tempted to disregard it in looking at their costs. And many of them, consciously or unconsciously, may have started to discount their hopes of refund in the prices they make on their products.

This unsettles market values, and is a great disadvantage not only to them but to other packers who have (in a more businesslike way) continued to regard the tax as a cost—in their accounting, at least—until the courts hand down their final decision.

It would seem to be important for every packer, in making his tax returns, to accrue on his books all taxes, together with interest and penalties, if any, due to non-payment. They should set up the liability, whether or not they bring suit.

If those packers who either sue or await the result of other suits permit themselves to disregard this principle, I am afraid we are going to see some demoralized markets.

Yours truly,
PACKER EXECUTIVE.

farthest advanced of the suits, and tests the constitutionality of the AAA, whereas many of the current actions seek only to bar collection of May and June taxes.

Millers Give Their Reasons

General Mills, Inc., before filing a series of suits throughout the country, warned Secretary of Agriculture Wallace of its impending action. B. D. Davis, president of the company, telegraphed to Wallace:

"We wish to advise you that in the necessary protection of the interest of our customers and our competitive position, our associated companies are compelled to immediately file injunction proceedings to prevent further collection of processing taxes until their legality is determined."

Washburn-Crosby Co., a subsidiary of General Mills, successfully filed suit to restrain collection of processing tax for the month of May. Judge P. L. Sullivan required the company to post a certified check for the amount of the tax with the clerk of the district court.

In granting a restraining order to G. B. Smith Milling Co., Sherman, Tex., Judge Atwell dwelt on the import of the new AAA amendments, basing most of his reason for action on the stringent aspects of that measure.

Wallace Hits at Lawyers

Secretary Wallace has indicated in recent press conferences that there will be no removal of processing taxes by the Department of Agriculture while industrial tariffs are in effect. He characterized suits against the tax as largely the result of lawyers "cashing in" on the publicity directed at AAA following the NRA decision.

AAA officials are reported to be taking the suits calmly, pointing out that temporary injunctions issued will remain in effect only until the government is granted a hearing on the case and can prepare adequate defense. One official explained that the crop adjustment programs will not be effected by the suits, this year at least, in that processing taxes used for rental and benefit payments this season were collected last year. Officials do believe, however, that there will be a flood of litigation following the AAA amendments.

PAY 1935 HOG SUBSIDIES SOON

Announcing that a total of \$297,342,177 had been paid to farmers to June 29 in the 1934 corn-hog program, the AAA reported this week that distribution of the 1935 rental and benefit payments would begin in about three weeks. Payment under the 1935 corn-hog program will total approximately \$185,000,000, the first installment to be paid as soon as contracts have been audited and the second on or after January 1, 1936.

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*A page
for the*

Packer Salesman



Selling The List

Bringing More System into Sales Work Increases Volume

THE packer salesman is a busy man. Retailers demand prompt service, and there is much territory to cover. Therefore, it is not to be wondered at that they sometimes are unable to give to many products on the list the selling time and effort required to move them in greatest volume.

It is profitable, one packer salesman says, to plan work so that products less in demand can be given more attention. And it is surprising, he states, how tonnage can be increased with a little more sales effort on those items which ordinarily sell themselves.

This salesman writes:

No Formula for Selling

Editor THE NATIONAL PROVISIONER:

It is dangerous for the packer salesman to generalize on meat selling methods. I have worked for packers in various sections of the country, and in no two localities do similar conditions prevail.

Selling meat products, it seems to me, never can be reduced to a formula. Certain general broad principles can be followed, but ingenuity must be used and methods adopted in each case to suit the particular conditions as the packer salesman finds them.

Criticism most often directed against packer salesmen by their superiors is that they do not do a good selling job on each item on the list. There may be some excuse for this apparent disregard of some products.

With perhaps 50 or more items of fresh, cured, processed and manufactured items and specialties to dispose of, and with a territory too large for intensive selling of every product, how can the packer salesman give each one the attention it should have? Yet this is one of his problems, and it is up to him to solve it in the most efficient manner.

Systematic Selling

Obviously it would be impossible for the packer salesman to talk up every item on every call. Were he to attempt to do this he would never get over his territory in the time allotted to him. Under the circumstances, therefore, and in view of the continual urge for volume, there is the continual temptation to neglect those items that move slowly or sell in small volume.

This temptation to slight some items

in favor of others, therefore, has to be fought at all times. However, some order and system can be brought into methods of selling the less-demanded and slower-moving cuts and products. When this is done the contribution to volume made by these products is not insignificant.

The system I use, copied from an older packer salesman, for getting my share of the volume of slow moving items may be of some interest to packer salesmen who never seem to find time to devote to these the selling time that seems to be required to get a worth while volume on them.

Some Selling Helps

It always is a help, when waiting to interview a customer, to check over his stock and not only make notes of what he needs to replenish stocks, but also of items not in stock but which he probably could move profitably. Starting a sales solicitation with definite objectives in mind saves both retailer's and salesman's time. And in this connection I have found that selling some of the items least in demand is often simply a matter of calling the retailer's attention to them. This is particularly true at this time of the less expensive cuts and products.

Bringing some order and system into the selling of the entire list is also an advantage, I have found. Obviously it would be impossible for the packer salesman to give intensive selling effort to each item on his list. He can, however, divide his list of slow moving product into say five classes, and give more than casual selling effort each day to the products of one particular group. Thus each week practically all products on the list get attention and, of course, sales increase proportionately.

The foregoing explains briefly the methods I have employed to assure that I will give to each product the selling



attention it deserves, and which otherwise probably would not receive. My method may not be 100 per cent efficient, but at least it is a step toward bringing more order and system into meat selling.

Yours truly,
PACKER SALESMAN.

COOPERATING WITH RETAILERS

One of the important things for the packer salesman to keep before him at all times, as a veteran said recently, is the fact that he can sell only as much product as his customers are able to pass out over their counters. Therefore he must have more than a casual interest in the stores to which he sells, and in their merchandising methods.

It is sometimes a delicate matter to attempt to educate retailers in better selling methods and to interest them in better displays, more advertising and other activities that will attract consumers to their stores. But if the proper methods are used there need be no cause for dealers to accept suggestions on merchandising other than in the spirit in which they are given.

This salesman has found, he says, that nothing is to be gained by attempting to cover up or camouflage the salesman's interest in his customers. Better cooperation is secured, in his opinion, when the salesman talks frankly with his customers. It does no harm to make clear that dealer and salesman are partners in selling meat, and that any suggestions made have for their ultimate purpose to help the salesman dispose of more product while at the same time benefitting the store owner.

Once this fact is clearly understood by the retailer, he is more receptive to suggestions and helpful ideas on merchandising that may be passed on to him, and more inclined to try them out. Salesmen who attempt to cooperate with retailers must watch their step, however. A few suggestions on ideas and methods that have been tried out and found valuable in other stores are worth more than numerous half-baked plans that may be theory only.

The salesman must have the confidence of the retailer. He cannot gain this with impractical plans and obviously unworkable ideas. Plans and ideas for increasing a retailer's business may be compared with sausage products. If they are good the customer will come back for more. If they are not up to expectations the consumer soon loses interest in them.

"The Lost Battalion"

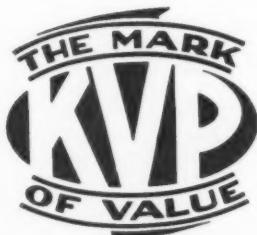


"But Major, that ain't a road, that's a crease in the map"

Comedy to some folks, but stark tragedy to many a column of troops marched down a folded crease or surrounded on a smudge of mud.

But there'll be no more rain soaked maps for alibis, for war maps no longer turn to pulp when wet. They're being made of genuine vegetable parchment, are stronger wet than dry, when washed are good as new.

Plenty of selling battles, too, have been lost by using the wrong kind of paper. There's a KVP paper for every food protection use.

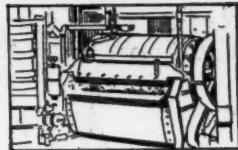


KALAMAZOO VEGETABLE PARCHMENT CO.
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Provisions and Lard

Weekly Market Review



Trade Fairly Active—Market Firm—Cash Lard Demand Satisfactory—Stocks Decreasing—Hog Run Moderate—Hogs Steadier—Government Pig Survey Bullishly Construed.

Market for hog products scored modest gains the past week, in a fairly good turnover, as a result of moderate hog arrivals, steadier hog markets, strength in grains, and a bullish June government pig survey. Reports indicated a satisfactory cash trade in lard and a fairly good meat demand. Unfavorable weather in the Corn Belt was also a factor.

Commission house buying power in lard was influenced by the fact that lard stocks at Chicago are less than one-third those of a year ago. Nor is there any likelihood of any material increase in hog marketings in the immediate future.

Uncertainty surrounds the corn and cotton crops. Private estimates place probable cotton production at from ten to eleven million bales, considerably below recent expectations. Packing interests appeared to have been on both sides of lard. Profit taking and some hedge selling made its appearance on the swells.

Private estimates on the corn crop range from 2,031,000,000 bu. to 2,217,000,000 bu., an average of 2,151,000,000 bu. Production last year was 2,352,000,000 bu.

Average Hog Weights Up

Weather conditions in the Corn Belt the past week continued against cultivation. It was pointed out, however, that with the smaller number of hogs in the country, present estimates on corn indicate there will be more than sufficient grain for all purposes.

The outstanding news feature of the week in provisions was the pig report, which was bullishly construed. This was published in full in the June 29 issue of THE NATIONAL PROVISIONER.

Receipts of hogs at western packing points last week were 216,700 head, against 220,400 head the previous week and 434,000 head the same week last year.

Average price of hogs at Chicago at outset of week was 8.90c, against 9.10c the previous week, 4.55c a year ago, and 4.45c two years ago.

Average weight of hogs received at Chicago last week was 256 lbs., against 252 lbs. the previous week, 245 lbs. a year ago, and 252 lbs. two years ago.

Top hogs at Chicago at mid-week

were back to 9.80c, against 9.45c the previous week. Market displayed a steadier tone generally.

PORK—Market was steady at New York and demand routine. Mess was quoted \$28.75 per barrel; family, \$26.50 per barrel; fat backs, \$26.00@29.50 per barrel.

LARD—Demand was fair at New York and market rather steady. Prime western was quoted at 12.15@12.25c; middle western, 12.15@12.25c; New York City tierces, 11 1/4@11 1/4c; tubs, 15c; refined Continent, 12 1/2@12 1/2c; South America, 12%@12%c; Brazil, kegs, 12%@12%c; compound, car lots, 12c; smaller lots, 12 1/4c.

At Chicago, regular lard in round lots was quoted at 7 1/4c over July; loose lard, 20c over July; leaf lard, 47 1/2c over July.

(See page 40 for later markets.)

BEEF—Demand was satisfactory at New York, and the market was firm. Mess was nominal; packer, nominal; family, \$23.00@24.00 per barrel; extra India mess, nominal.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended June 29, 1935:

	Week ended	Week ended	Nov. 1
	June 29, 1935	June 30, 1934	1934 to 1935
	bbls.	bbls.	bbls.
Total	25	...	1,502
United Kingdom	25	...	726
Continent	...	...	516
West Indies	...	...	260

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
Total	1,541	1,216	88,847
United Kingdom	1,541	1,177	87,968
Continent	...	38	644
West Indies	...	1	57
B. N. A. colonies	...	...	1
Other countries	...	...	177

LARD.

	M lbs.	M lbs.	M lbs.
Total	1,975	5,142	85,833
United Kingdom	1,935	4,571	78,641
Continent	39	565	3,788
Sth. and Ctl. America	...	...	1,110
West Indies	1	6	2,275
B. N. A. colonies	...	...	13
Other countries	...	...	6

TOTAL EXPORTS BY PORTS.

From	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	25	278	206
Boston	...	51	189
Montreal	...	1,211	1,578
Halifax	...	...	2
Total week	25	1,541	1,975
Previous week	...	1,145	548
2 weeks ago	25	1,932	1,661
Cor. week 1934	...	1,216	5,142

SUMMARY NOV. 6, 1934, TO JUNE 29, 1935.

1934 to 1933 to 1935. Increase. decrease.

Pork, lbs.	300	445	145
Bacon and Hams, lbs.	88,847	95,449	6,602
Lard, lbs.	85,833	281,627	198,794

MEAT AND LARD STOCKS

Total stocks of pork meats on hand at the 7 principal markets of the country on July 1 were more than 16 million pounds smaller than on the same date a month earlier. Whereas the only gain in meat stocks during May was in fat backs, gains occurred during June in total D. S. meats and in D. S. bellies. Increase in stocks in each of these instances, however, was small, total D. S. meats gaining somewhat more than 319,000 lbs. and D. S. bellies a little more than 1,452,000 lbs. Total D. S. meat stocks are now about equal to those of a month earlier.

S. P. meat stocks declined more than 17,855,000 lbs. during June, and are now about 61,415,000 lbs. under the July 1 five-year average. Considering slow export demand and the fact that cured meat prices have declined comparatively less than fresh meat prices, this decrease reflects a strength in consumptive demand that has not been apparent in day-to-day trading. S. P. hams showed the greatest loss in supply during the month.

Lard stocks are close to 4,500,000 lbs. smaller than a month earlier, the loss occurring entirely in P. S. lard. Stocks of other lard have increased to a slight degree.

Exports of pork meats and lard have been unusually small, but lower prices in the domestic market stimulated consumption somewhat, and product moved out of coolers in fair volume. Prices of cured pork, reflecting the unusually small stocks on hand, did not show the decline during June that occurred in fresh pork prices.

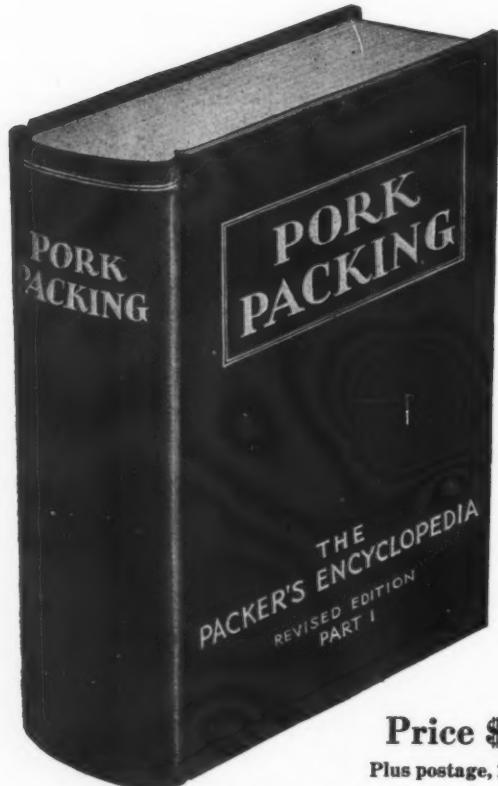
Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on June 30, 1935, with comparisons as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	June 30, '35	May 31, '35	June 30, '34
Total S.P. meats	113,433,433	130,238,897	174,948,980
Total D.S. meats	25,846,845	25,527,889	43,765,276
Total all meats	150,436,915	167,296,908	235,792,336
P.S. lard	39,884,149	44,546,264	122,785,798
Other lard	12,545,473	12,374,796	26,424,881
Total lard	52,429,621	56,921,060	149,210,679
S.P. regular hams	34,769,799	41,508,921	43,105,496
S.P. skinned hams	34,159,456	38,490,589	51,207,078
S.P. bellies	36,313,744	40,953,414	54,505,144
S.P. picnics	8,062,868	9,229,483	25,777,478
D.S. bellies	16,419,897	14,967,184	32,602,107
D.S. fat backs	9,208,448	10,138,968	9,299,769

HOG CUTTING TEMPERATURES

What are proper temperatures for cutting hogs? See "PORK PACKING," The National Provisioner's latest book.

Mr. Pork Packer:— Ask Yourself These Questions



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For the Sausage Maker

Chapter XIV: Stuffing the casings—Handling large sausages—Use of cookers and vats—Avoiding mold and discoloration—Trimmings—Curing—Mixing—Chopping and stuffing—Casings—Surface mold—Dry sausage—Sausage cost accounting—Sausage formulas—Manufacturing instructions—Container specifications—Preparing boiled hams—Making baked hams.

Am I getting the highest possible yields from products?

Are all my operations as efficient as they could be?



Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book is designed to show the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed. (See chapter headings.)

It is NOT an academic presentation of the routine of pork packing. It IS a practical discussion of best methods for getting results, *backed up by test figures*, which every alert pork packer needs and should have.

CHAPTER HEADINGS

I—Hog Buying	XI—Curing Pork Meats
II—Hog Killing	XII—Soaking and Smoking Meats
III—Handling Fancy Meats	XIII—Packing Fancy Meats
IV—Chilling and Refrigeration	XIV—Sausage and Cooked Meats
V—Pork Cutting	XV—Rendering Inedible Products
VI—Pork Trimming	XVI—Labor and Cost Distribution
VII—Hog Cutting Tests	XVII—Merchandising
VIII—Making and Converting Pork Cuts	
IX—Lard Manufacture	
X—Provision Trading Rules	

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Cut-Out Losses Increase With Higher Hog Costs

AVERAGE costs of hogs to packers during the first three days of the current week were higher than a week earlier. Product values, on the other hand, were lower. The result was increased cut-out losses, particularly on lighter averages. Average hog costs ranged from \$11.91 to \$12.52, including processing tax, compared with a cost range of \$12.23 to \$12.42 a week earlier. Product values ranged from \$11.20 to \$11.83. A week earlier they were \$11.33 to \$11.93. Higher losses this week em-

phasize need for all packers to keep a close check on cut-out values at all times, and danger of guessing cutting results from a casual observation of hog costs and product values.

Top hog price at Chicago during first three days of week was \$9.80 on Wednesday; top did not drop below \$9.70. Runs continue to be only about 50 per cent of those of a year ago, with a slight improvement in quality. Product markets continue without particular features. Prices were steady the first

two days of the period, but developed weakness on Wednesday.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first three days of the current week, average costs and credits being used. Packers should keep in mind that figures used in this test apply to Chicago only. Those who desire to know how their hogs are cutting out should substitute their own hog costs and product values for those shown here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-250 lbs.			250-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	13.90	17%	\$ 2.45	13.70	17%	\$ 2.37	13.30	16%	\$ 2.21
Picnics.....	5.50	14%	.82	5.30	14%	.79	5.00	12%	.62
Boston butts.....	4.00	20%	.83	4.00	20%	.83	4.00	20%	.83
Loins (blade in).....	9.70	21%	2.12	9.30	20 1/4	1.88	8.80	18 1/4	1.65
Bellies, S. P.	11.00	21.0	2.31	8.70	19 1/4	1.67	3.50	17%	.62
Bellies, D. S. ....	....	....	....	3.00	16%	.50	9.00	16%	1.50
Fat backs.....	1.00	10 1/4	.11	3.00	11 1/4	.33	5.00	12 1/4	.64
Plates and jowls.....	2.50	11 1/4	.29	2.50	11 1/4	.29	3.30	11 1/4	.39
Raw leaf.....	2.00	13.0	.26	2.10	13.0	.27	2.20	13.0	.29
P. S. lard, rend., wt.....	12.40	12%	1.58	12.10	12%	1.54	11.20	12%	1.43
Spareribs.....	1.50	12 1/2	.19	1.50	12 1/2	.19	1.50	12 1/2	.19
Trimmings.....	3.00	13.0	.39	2.80	13.0	.36	2.70	13.0	.35
Feet, tails, neckbones.....	2.00	....	.08	2.00	....	.08	2.00	....	.08
Offal and misc.....	....	....	.40	....	....	.40	....	....	.40
 TOTAL YIELD AND VALUE.....	68.50		\$11.83	70.00		\$11.50	71.50		\$11.20
 Cost of hogs per cwt.....			\$ 9.50			\$ 9.48			\$ 9.00
Condemnation loss.....			.05			.05			.05
Handling and overhead.....			.72			.64			.61
Processing tax.....			2.25			2.25			2.25
 TOTAL COST PER CWT.....			\$12.52			\$12.42			\$11.91
TOTAL VALUE.....			\$11.83			\$11.50			\$11.20
 Loss per cwt.....			\$.69			\$.92			\$.71
Loss per hog.....			\$ 1.38			\$ 2.18			\$ 1.95

ADVERTISING LARD

Encouraging the use of lard by tying it in with a prize recipe contest conducted by a woman's magazine is a promotional plan developed by one meat packer. By offering additional special prizes for the highest ranking recipes in the Pictorial Review recipe contest, in which its own product was used, this packing company is advertising its lard and directly stimulating sales.

The magazine has offered \$2,500 in cash prizes for the best recipes using food products advertised in its June issue. Swift & Company will give \$500 in addition to the magazine award for the best recipe provided that the recipe contains its lard. If the best recipe

does not call for the packer's lard and the second best recipe does, the \$500 will be awarded to the second place winner.

The packer's participation in the recipe contest is being advertised by dealer counter cards, to which are attached rules of the contest in tablet form. A window streamer also is being used to inform customers that details of the contest can be had inside the retail store. The retail meat dealer is given the opportunity of selling a product to the contestant which will make her eligible for the largest money award.

It is pointed out that such promotion acquaints housewives with a product through their use of it in the contest.

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago, June 30, 1935:

	June 30, '35	May 31, '35	June 30, '34
All Barreled Pork, bbls.	15,067	14,741	18,425
P. S. Lard, lbs.	32,583,342	38,291,385	107,674,265
Other Lard, lbs.	... 7,506,057	6,148,092	18,547,720
D. S. Cl. Bellies (a)	6,537,006	5,946,550	13,210,072
D. S. Cl. Bellies (b)	.....	.....	10,000
D. S. Rib Bellies (a)	928,297	762,182	1,546,436
Ex. S. C. Sides, lbs. (a)	5,900	9,600	1,800
D. S. Fat Backs, lbs.	3,139,840	3,345,924	1,865,288
D. S. Shoulders, lbs.	32,700	22,800	92,590
S. P. Hams, lbs.	18,732,655	20,168,161	18,418,633
S. P. Sknd. Hams, lbs.	15,480,114	17,219,431	21,054,893
S. P. Bellies, lbs.	15,247,803	17,014,313	21,966,297
S. P. Picnics—S. P.			
Boston Shldrs., lbs.	3,704,893	4,232,389	10,913,005
S. P. Shoulders, lbs.	57,000	44,000	86,796
Other Cut Meats, lbs.	6,613,438	6,486,461	9,989,065
Total Cut Meats, lbs.	68,479,646	75,251,811	99,154,779

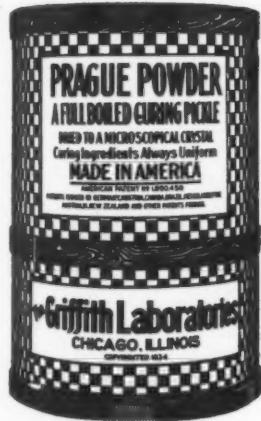
(a) Made since Oct. 1, 1934.

(b) Made previous to Oct. 1, 1934.

PRAGUE POWDER

PICKLE

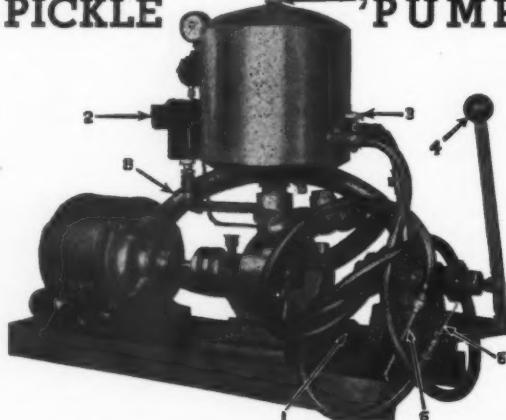
Is Developed one Step Further than Fresh Pickle. Its Absorption Creates Immediate Action.



SWEET PICKLE CURES

Fresh Boned Hams.	Bacon. 3 to 5 days
7 to 10 days	
Fresh Regular Hams for Smoking.	Sausage Meats. 24 to 48 hours
16 to 20 days	

Your Pumping Methods Can Be Improved. Order a
BIG BOY ELECTRIC PICKLE PUMP



Style No. 3—Combination—is equipped with needles and hoses for both vein pumping and spray pumping.

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COMPARE REDRAH STOCKINETTES

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Stockinettes
 for
 HAMS
 BEEF
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and a complete stock
 of tubing in rolls

• Many packers make substantial savings by buying "REDRAH" Stockinettes! Central location, convenient to all important packing centers, cuts freight rates. And "REDRAH" Stockinettes are always full weight, always superior quality.

Write for samples!

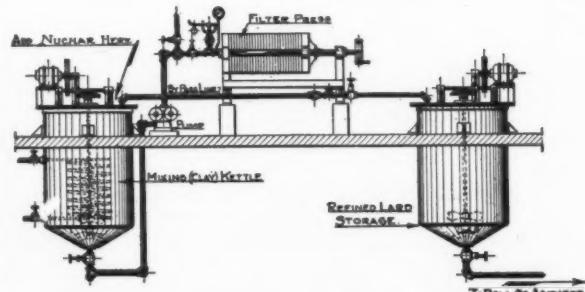
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VALATIE, NEW YORK

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Remove "off" flavor and odor without imparting flat "earthy" taste characteristic of other refining materials.

Nuchar ADSORBS Taste, Odor and Color and makes your lard sweet and neutral, without a destabilizing effect. It is applied in the same manner as other refining materials now in vogue. Write for full information and descriptive literature.

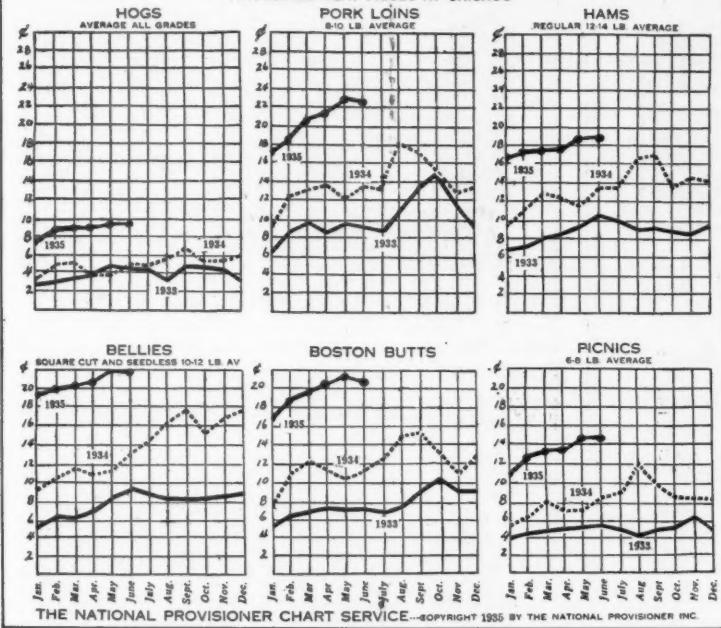
INDUSTRIAL CHEMICAL SALES COMPANY, INC.

230 Park Avenue
 New York City

205 West Wacker Drive
 Chicago, Illinois

HOGS AND FRESH PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO



These charts in THE NATIONAL PROVISIONER DAILY MARKET SERVICE series show trend of prices of fresh and cured pork cuts, lard and hogs at Chicago during the first six months of 1935 and for the 12 months of 1934 and 1933.

Price trends of fresh and cured pork products during June showed less change than has occurred during most months this year. Market situation continues to be dominated principally by a slack consumer demand, limited hog slaughtering being practically the only bearish factor. Prices of most fresh pork cuts declined during the month. Cured meat prices were also lower than during May, but decline in these cuts was relatively less than in fresh products.

Fresh Pork Cuts

Pork Loins.—Prices of fresh loins worked lower during June on a slow steady market, consumer demand not being sufficient to sustain values prevailing at the opening of the month. The Eastern market was comparatively weak, with prices there below the Chicago parity. Production of loins has been light and packers have been inclined to offer what they produce rather than to freeze limited quantities. Trade in loins was featureless during practically all of the month.

Hams.—Green hams lost ground during June, despite limited production, prospects of still further reduced hog marketings during the balance of this year and declining stocks. Under ordinary conditions production would have been inadequate for consuming needs, but it apparently was sufficient under the circumstances. Market was without particular features during the month.

Bellies.—Demand for lighter weights

was fairly active but medium and heavy weights largely neglected. Sales of bacon relatively small during the month, and this had an adverse influence on green belly prices.

Butts.—Shoulder meats showed considerable strength, demand being fairly active. Market for butts steady, packers finding little difficulty moving product at firm prices. This is one cut that could have been sold in larger quantity had production been larger.

Picnics.—Market for picnics a slow

and draggy affair. Rather steady demand for lighter weights, but mediums and heavies were easy. More consumer interest was apparent in picnics during June than a month earlier, and prices of smoked cuts higher at month's close.

Cured Meats and Lard

S. P. Hams.—Trading in S. P. hams only moderate active during June, consumer demand being inadequate to maintain prices prevailing earlier in the month. Prospects for continued small accumulation principal factor preventing a larger price decline than occurred.

Cash Lard.—Lard in strong technical position. Demand for loose good, supplies unusually light, and domestic consumption has held up well. In England, demand for lard was light and prices below parity with U. S.

D. C. Bellies.—Sale of bacon relatively small during the month. As a result cured bellies were less active than usual and prices declined. Another influence on prices is a growing disposition in smokehouse channels to buy green cuts rather than cured. Offerings limited.

D. S. Bellies.—Production only moderate, but more than sufficient to take care of demand, judging from reports of stocks at 7 markets published on another page of this issue of THE NATIONAL PROVISIONER. Sales for the most part confined to single carlots. Trade slow and featureless for month.

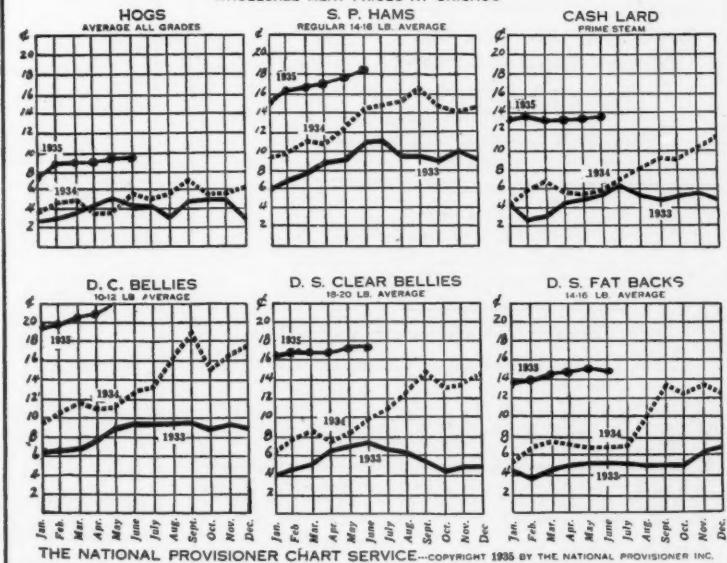
Fat Backs.—Only moderately active until near close of month, when fair buying developed on lighter averages. Demand was soon satisfied, however, and market again became a listless affair. Slow demand for fat backs is also reflected in monthly stock reports.

Hogs

June receipts of hogs only about 50

HOGS AND CURED PORK PRODUCTS

WHOLESALE MEAT PRICES AT CHICAGO





MAPLEINE

strengthens the savory natural flavor and aroma of ham and sausage. It brings out the flavors inherent in the products themselves

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130PR North Wells Street, Chicago, Illinois
654PR Dearborn Street, Seattle, Washington

FOR FINEST RESULTS Use Peacock Brand Products

When your sausage and other prepared meats are prepared with STANGE Products your quality is protected. STANGE manufactures a complete line of processing aids for the meat packing industry.

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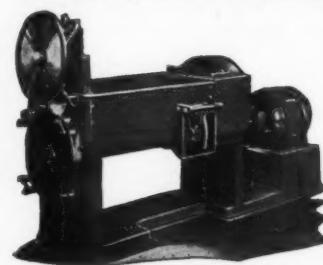
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Western Branch: 923 E. 3rd St., Los Angeles, Calif.

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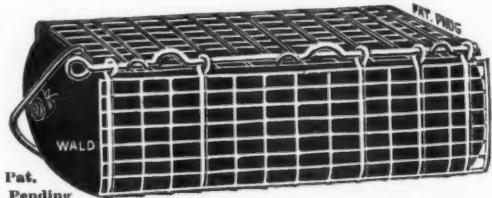


For better profit in cutting and mixing investigate this new . . . KUTMIXER.

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Wald Quick-Action Sausage Mold

The mold to Speed up your Production!



WALD MANUFACTURING COMPANY, INC.
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*Geo. J. Schneider
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Brand Your Meats the Modern Way
with Electricity!

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for BEEF—LAMB—HAM—SHEEP
—PIGS—CUTS—CALVES—
FRANKS, Etc.
CORRECT FIT GUARANTEED

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Makers of Quality Bags Since 1876



Ham Bag

per cent as large as receipts during the same month a year earlier. Despite this, weakness in fresh pork market was a depressing factor, and hogs sold off as compared with May. Quality of hogs received during June improved slightly. Gain made in some directions was largely offset by increasing number of grass hogs received. Hogs were unprofitable for packers during June, cutting losses averaging high.

U. S. MEAT IMPORTS GROW

Imports of meat and meat products into the United States, normally small in volume, grew to large proportions during the first 4 months of 1934. According to recent Department of Commerce reports approximately 121,000,000 lbs. of such products were received in the first third of 1935, against 11,000,000 lbs. for the same period last year.

The greatest increase has been in imports of edible and inedible tallow. Only 32,196 lbs. of these fats were imported during the first third of 1934 compared with a total of 90,957,000 lbs. this year.

About 16,000,000 more pounds of canned meats were received by this country during the period than in 1934. Imports of canned meats commonly fluctuate from year to year, however.

Chilled and frozen beef imports rose to 1,209,000 lbs. during April, the month of heaviest movement. Altogether beef receipts during the first four months of the year totaled 3,190,313 lbs. against 12,309 lbs. for the same period in 1934. This movement has continued.

Imports of fresh and cured pork also were larger during April than last year. Receipts during the four month period have been about three times as great as in 1934.

The following table shows imports for the first four months of the year by general classifications as to kind of meat:

	1935.	1934.	Increase.
Beef	3,490,056	184,757	3,305,299
Pork	1,450,977	407,388	1,043,589
Other meat	294,146	135,731	158,416
Canned meats	26,613,601	9,718,137	15,895,464
Beef & mutton tallow	90,957,000	32,196	90,924,804
Totals	121,005,080	10,571,209	111,334,571

EXPORT NOTES

No change in present British plan for restriction of cured pork imports is expected until 1936, according to a report of the U. S. Bureau of Agricultural Economics. A plan which has been suggested for next year would cancel present quota limitations and impose a small duty. This would probably result in an increase of imports from non-empire sources.

A recent Department of Commerce statistical study shows that American leather went direct to more than 90 countries during 1934. United States leather exports for 1934 were valued at \$15,805,000, largest total since 1931.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, JUNE 29, 1935.

	Open.	High.	Low.	Close.
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LARD—

July	13.50	13.55	13.55	13.45
Sept.	13.42 1/2	13.45	13.42 1/2	13.45
Oct.	13.15	13.25	13.15	13.25 ax
Dec.	12.65	12.70	12.75	12.65
May	11.70	11.70 ax	11.70 ax

CLEAR BELLIES—

July	16.85	16.85	16.75n
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MONDAY, JULY 1, 1935.

LARD—

July	13.60	16.60	13.52 1/2	13.52 1/2 b
Sept.	13.47 1/2	13.50	13.45	13.47 1/2 b
Oct.	13.25	.....	13.25 ax	13.25 ax
Dec.	12.60	12.67 1/2	12.60	12.65
May	11.70	11.77 1/2	11.70	11.70 ax

CLEAR BELLIES—

July	16.85	16.85	16.75n
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TUESDAY, JULY 2, 1935.

LARD—

July	13.42 1/2	13.42 1/2	13.40	13.52 1/2 ax
Sept.	13.20	13.22 1/2	13.20	13.22 1/2 ax
Oct.	12.60	12.67 1/2	12.62 1/2	12.62 1/2
Dec.	12.50	12.50	12.50
May	11.70	11.70	11.70

CLEAR BELLIES—

July	16.85	16.85	16.75n
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WEDNESDAY, JULY 3, 1935.

LARD—

July	13.42 1/2	13.45	13.42 1/2	13.42 1/2 b
Sept.	13.22 1/2	12.65	12.62 1/2	12.62 1/2
Oct.	12.40	12.49	12.27 1/2	12.27 1/2 ax
Dec.	12.30	12.30	12.30
May	11.70	11.70	11.70

CLEAR BELLIES—

July	16.85	16.85	16.75n
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THURSDAY, JULY 4, 1935.

Holiday. No market.

FRIDAY, JULY 5, 1935.

LARD—

July	13.45	13.45 ax	13.45 ax
Sept.	13.32 1/2	13.35	13.30	13.30
Oct.	13.16 1/2	13.12 1/2	13.00	13.00
Dec.	12.50	12.50	12.37 1/2	12.37 1/2
May	11.65	11.65	11.52 1/2	11.52 1/2 ax

CLEAR BELLIES—

July	16.85	16.85	16.75n
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Sept.	16.77 1/2	16.77 1/2	16.77 1/2
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10-12	10-12	10-12	10-12
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12-14	12-14	12-14	12-14
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14-16	14-16	14-16	14-16
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16-18	16-18	16-18	16-18
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FINANCIAL NOTES

Directors of Virden Packing Co., San Francisco, Cal., have declared the first liquidating dividend of \$4 a share payable to stock of record on June 26. This company has been taken over by Armour and Company.

Swift & Company capital stock was admitted to trading on the New York Stock Exchange on July 1. First day's trading was 1,700 shares.

A meeting of shareholders of Libby, McNeil & Libby will be held on July 30 to approve a plan of recapitalization and authorize the issuance of up to \$15,000,000 in refunding bonds. Plan adopted by the directors on July 2 was described by E. G. McDougall, president, as an effort to "improve the capital structure and reduce the burden of preferred dividends." Unpaid dividends would also be wiped out. Each class of shareholder will have approximately the same interest in the company he now holds, according to Mr. McDougall.

CHAIN STORE SALES

Kroger Grocery and Baking Co. reports sales of \$17,839,080 for four weeks ended June 15, an increase of \$355,510, or 2 per cent over the same period last year. For 24 weeks ended June 15 sales were \$107,734,294, a gain of 6.2 per cent over 1934.

National Tea Co. sales were up 5 per cent for four weeks ended June 15. Sales totaled \$5,037,572, against \$4,796,725 in 1934.

Jewel Tea Co., Inc., reports sales of \$1,417,014 for four weeks ended June 15 compared with \$1,265,347 in corresponding weeks of 1934, an increase of 11.99 per cent. Sales for first 24 weeks of 1935 totaled \$8,561,854, a gain of 12.1 per cent over \$7,634,692 for the 1934 period.

Following table contains sales records of some of the leading food products chains for the first 20 weeks of the year to May 18:

	1935 Sales.	1934 Sales.
Safeway	102,693,479	87,416,891
Kroger	89,828,750	83,973,130
American Stores	49,704,180	49,154,816
National Tea	23,917,821	23,005,095
Dominion Stores	6,743,279	7,431,445
Jewel Tea	7,144,840	6,369,345
Total	\$290,032,349	\$257,440,722

GOOD NEUTRAL LARD

Neutral lard is clear in color and has no lard taste. It should be sweet and contain no foreign flavors or odors. It is easy to produce good neutral lard. "PORK PACKING," The National Provisioner's latest book, tells how. Every rendering foreman should have this informative book available for his use at all times.

PACKER AND FOOD STOCKS

Price ranges of listed stock, July 3, 1935, or nearest previous date, with number of shares dealt in during week and closing prices, June 26, 1935:

	Sales Week ended July 3.	High July 3.—	Low July 3.—	Close July 3. June 26.
Amal. Leather	100	26	26	26 26
Do. Pfd.	200	4%	4%	4% 4%
Amer. H. & L.	200	22%	22%	22% 21%
Do. Pfd.	200	22%	22%	22% 21%
Amer. Stores	1,800	36%	34%	36% 37%
Armour Ill.	7,800	3%	3%	3% 3%
Do. Pr. Pfd.	800	62	62	62 61
Do. Do. Pfd.	200	10%	10%	10% 10%
Beechnut Pack.	100	88	88	88 90
Bohack, H. C.	100	5	5	5 5%
Do. Pfd.	100	5	5	5 5%
Chick. Co. Oli.	100	26%	26%	26% 27%
Childs Co.	800	4%	4%	4% 5%
Cudahy Pack.	900	42%	41%	41% 42
First Nat. Strs.	2,900	54%	54%	54% 54%
Gen. Foods	8,800	37%	37	37 36%
Gobel Co.	300	1%	1%	1% 1%
Gr. A. & P. 1st Pfd.	120	128%	128%	128% 125%
Do. New Strs.	100	12%	12%	12% 12%
Hormel Co.	50	17%	17%	17% 17%
Hygrade Food	700	1%	1%	1% 1%
Kroger G. & B.	7,600	28%	28%	28% 28%
Libby McNeill.	13,200	7%	6%	6% 6%
Mickelberry Co.	150	7%	7%	7% 1%
M. & H. Pfd.	40	2	2	2 1%
Morrell & Co.	100	1%	1%	1% 60%
Nat. Leather	450	1	1	1 15/16
Nat. Tea	900	10%	10%	10% 10%
Proc. & Gamb.	7,100	50	49%	50 49%
Do. Pr. Pfd.	60	120	120	120 119%
Rath Pack.	150	28	28	28 28
Safeway Strs.	4,900	38%	38%	38% 39
Do. 6% Pfd.	180	111%	111%	111% 112%
Do. 6% Pfd.	70	114	113%	114 114
Stahl Meyer	100	15%	15%	15% 15%
Swift & Co.	10,300	15%	15%	15% 15%
Do. Int'l.	7,850	33%	32%	33% 33%
Trunz Pork	100	7	7	7 7%
U. S. Leather	100	7	7	7 7%
Do. A.	1,100	11%	11%	11% 11%
Do. Pr. Pfd.	100	62	62	62 62
Wesson Oli.	10,500	37%	37%	37% 36%
Wesson Oli.	1,300	80	80	80 79%
Wilson & Co.	9,400	5%	5%	5% 5%
Do. 6% Pfd.	1,000	69%	69%	69% 67%

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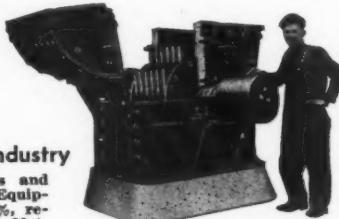
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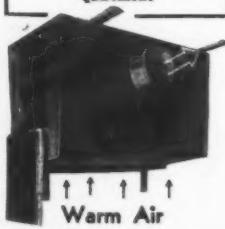
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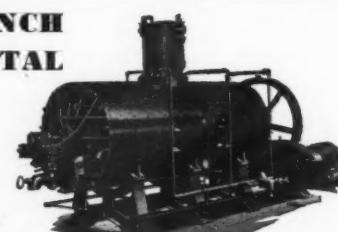
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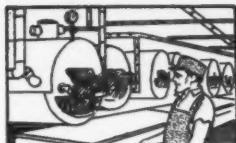
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THE FRENCH OIL MILL MACHINERY CO.
Piqua, Ohio



Tallow and Greases

Weekly Market Review



TALLOW—Market for tallow at New York was very quiet with buyers and sellers apart. Producers were not pressing offerings and were quoting extra at 6½¢ f.o.b. In well informed quarters it was stated that prices could have been shaded ½@½¢ on bids and that the likelihood was that when trading is resumed the next important business in extra would take place at 6½¢ f.o.b. Holiday dullness and factory shutdowns appeared to be a feature.

At New York, South American No. 1 was quoted at 6¢ c.i.f., but on resale stuff that level could have been shaded 15 to 20 points.

At New York, special was quoted at 6½¢; extra, 6½¢ nom.; edible, 7%@8½¢.

Tallow futures on the New York Produce Exchange experienced a moderate trade during the week. For the week, prices were off about 10 points on Sept. to net gains of 2 points on Jan.

At Chicago, trade in tallow was quiet, and while accumulations were light, offerings were reported in excess of demand. As a result, undertone was barely steady. At Chicago, edible quoted at 7½@7¾¢; fancy, 7@7½¢; prime packer, 6%@7¢; special, 6½¢; No. 1, 6¼¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, July-August shipment, was off 6d for the week at 27s. Australian good mixed, July-August shipment at Liverpool, was also off 6d at 28s.

STEARINE—Market was rather steady but quiet at New York. Last business in oleo was at 9¢ and market quoted at that figure. At Chicago, the market was quiet but very steady, with oleo quoted at 9¢.

OLEO OIL—Demand was moderate at New York, but market was steady. Extra was quoted at 11½@11¾¢; prime, 11@11½¢; lower grades, 9%@10½¢.

At Chicago, demand was moderate, but market was very steady. Extra was quoted at 12¢.

(See page 40 for later markets.)

LARD OIL—Demand was modest, but prices steady and unchanged at New York. Prime was quoted at 16½¢; extra winter, 11¾¢; winter strained, 12¢; extra No. 1, 11¢; No. 1, 10½¢; No. 2, 10¼¢.

NEATSFOOT OIL—Demand was routine, but market was steady at New York. Cold pressed was quoted at 16½¢; pure, 11¾¢; extra, 11¾¢; No. 1, 11¢.

GREASES—A dull and featureless market ruled greases at New York the past week. Soapers continued unin-

terested at the moment. Offerings of yellow and house at 6½¢ were rumored, with sellers seeking bids. Undertone was barely steady in tallow market. This fact attracted attention as did also slackness in grease demand. There was a tendency to anticipate a pickup in soapers' interest in the near future, possibly at slightly lower levels.

At New York, yellow and house were quoted at 6½@6¾¢; A white, 6¾@6½¢; B white, 6%@6½¢; choice white, 7%@7¾¢.

At Chicago, greases continued rather inactive. Offerings were fair in spite of light accumulations. Demand was slow, and undertone barely steady. At Chicago, brown was quoted at 5@5½¢; yellow, 5½@5¾¢, depending on quality; B white, 6¼¢; A white, 7¢; choice white, all hog, 7¾¢.

TALLOW FUTURES TRADING

Tallow market transactions at New York:

SATURDAY, JUNE 29, 1935.

	High.	Low.	Close.	Prev. close.
Sept.	*6.50	6.53
Oct.	*6.50	*6.50
Nov.	*6.50	*6.50
Dec.	*6.50	*6.51
Jan.	*6.52	*6.53

MONDAY, JULY 1, 1935.

	High.	Low.	Close.	Prev. close.
Sept.	6.50	6.50
Oct.	6.50	6.50
Nov.	6.50	6.50
Dec.	6.50	6.50
Jan.	6.55	6.55	*6.52	6.52

Sales, 1 contract.

TUESDAY, JULY 2, 1935.

	High.	Low.	Close.	Prev. close.
Sept.	6.50	6.50	6.50	6.50
Oct.	...	...	6.49@6.52	6.50
Jan.	...	...	6.50@6.54	6.52

Sales were 2 lots.

WEDNESDAY, JULY 3, 1935.

	High.	Low.	Close.	Prev. close.
Sept.	...	...	6.48@6.53	6.50
Oct.	...	...	6.48@6.53	6.49
Jan.	6.52	6.51	6.52	6.50

Sales, 2 lots.

THURSDAY, JULY 4, 1935.

Holiday. No market.

FRIDAY, JULY 5, 1935.

	High.	Low.	Close.	Prev. close.
Sept.	6.47@6.52	6.53
Oct.	6.47@6.52	6.53
Jan.	6.48@6.53	6.52

Closing unchanged to 4¢ higher.

*Bid. †Sale.

WATCH YOUR GREASE TANK

Does your grease tank get items from your offal floor that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's latest book.

BY-PRODUCTS MARKETS

Chicago, July 3, 1935.

Blood.

Market lower; last sales unground at \$2.60.

Unit Ammonia.

Ground \$2.55@2.65
Unground 2.50@2.60

Digester Feed Tankage Materials.

Consumer demand dull; trading confined to scattered cars.

Unground, 10 to 12% ammonia. 42.50@2.60 & 10c
Unground, 8 to 10% 2.30@2.40 & 10c
Liquid stick @2.25

Dry Rendered Tankage

Demand has eased off, but production is light.

Hard pressed and exp. unground per unit protein \$.05@ .67%
Soft prsd. pork, ac. grease & quality, ton @60.00
Soft prsd. beef, grease & quality, ton @50.00

Packinghouse Feeds.

This market steady with last week.

Digester tankage meat meal 60% @ 40.00
Meat and bone scraps, 50% @ 40.00
Steam bone meal, 65%, special feeding per ton @ 30.00
Raw bone meal for feeding @ 30.00

Fertilizer Materials.

Market is seasonally quiet; prices quoted \$2.20@2.40 & 10c nominal.

High grd. tankage, ground, 10@12% am. \$2.20@ 2.40 & 10c
Bone tankage, ungrd., low gd., per ton @16.00
Hoof meal @ 2.50

Horns, Bones and Hoofs.
Little change; prices largely nominal.

Horns, according to grade \$50.00@80.00
Mfg. shin bones 45.00@75.00

Cattle hoofs 27.00@28.00

Junk bones 16.00@16.50

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market steady and featureless; prices unchanged.

Steam, unground, 3 & 50 \$18.00@19.00
Steam, unground, 3 & 50 16.50@17.50

Gelatine and Glue Stocks.

Demand fair for skulls, jaws and knuckles.

Calf trimmings @23.00
Skins, pizzles @16.00
Horns with @20.00
Cattle jaws, skulls and knuckles @24.00
Hide trimmings (new style) @ 9.00
Hide trimmings (old style) @12.00
Pig skin scraps and trim, per lb. @5c lb

Animal Hair.

Market largely nominal.

Summer coil and field dried 1½@1¾c

Winter coil dried 2 @2½c

Processed, black, winter, per lb. 8½@9c

Processed, grey, winter, per lb. 7½@8c

Cattle, switching, each 1½@2c

*According to count.

MIDWEST RENDERERS MEET

Dockweiler and Guffey bills proposing a modification of excise taxes on imported oils were discussed at a recent sectional meeting of the Association of

American Producers of Domestic Edible Fats in Columbus, O. It was reported that there was little likelihood of congressional consideration of the measures during the current session.

Thirty-five companies from Michigan, Indiana, Ohio, Kentucky, Western Pennsylvania and New York were represented at the meeting. Following directors for this area were elected at the meeting: W. C. Butler, Darling & Co., Chicago; C. Baas, Columbus Rendering Co., Columbus, O.; A. L. Buxton, Kentucky Chemical Mfg. Co., Covington, Ky.; H. A. Brothers, Stadler Products Co., Cleveland, O.; J. Wachtel, John Wachtel Co., Indianapolis, Ind.; H. J. Schulte, Jr., Detroit Rendering Co., Detroit, Mich.; A. Streuber, Erie Reduction Co., Erie, Pa. Mr. Schulte was elected chairman and secretary of the board of directors.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, July 3, 1935.

Dried fish scrap dropped 25c per unit this week at Chesapeake Bay. Some 3,000 tons were sold at this figure and additional quantities are obtainable.

The producers of nitrate of soda announced the same price schedule for deliveries July to November, inclusive, as were in effect previously.

Tankage and blood were very quiet the past week with stocks in the hands of the producers very light. Very little buying interest is evident.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: July, 1935	23.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood dried, 16% per unit	2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory	2.25 & 10c
Fish meal, foreign, 14 1/2% ammonia, 10% B. P. L., c.i.f.	33.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk July, 1935	23.50
in 200-lb. bags	24.80
in 100-lb. bags	25.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.35 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	2.15 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	22.00
Bone meal, raw, 4 1/2 and 50 bags, per ton, c.i.f.	23.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	8.00

Potash Salts.

Manure salt, 30% bulk, per ton	12.90
Kalnut, 20% bulk, per ton	10.00
Muriate in bulk, per ton, 40c unit K ² O	

Dry Rendered Tankage.

50% unground	.60
60% ground	.65

Watch the Classified Advertisements page for bargains in equipment.

DOMESTIC FAT PROTECTION

In an appeal for passage of the Kleberg bill, hearings on which are now being conducted in the House of Representatives, C. O. Moser, president, Institute of American Fats and Oils, points out that with loss of a substantial portion of lard exports, and faced with increased production of beef fats, lard, soya bean and peanut oils, American producers must reconcile themselves either to declining prices, reducing imports of foreign oils or stimulating consumption of domestic oils.

He points out that the margarine industry in 1935 is consuming larger amounts of oleo oil and oleo stock. For first four months of 1935 the consumption of beef fats in margarine increased about 49 per cent over same period of 1934, or from 6,859,820 lbs. to 10,249,494 lbs. Continued at this rate for balance of 1935 the industry will use more than 30,000,000 lbs. of beef fat.

The Kleberg bill would impose a tax of ten cents a pound on all margarine containing imported oils.

HULL OIL MARKETS

Hull, England, June 30, 1935.—(By Cable.)—Refined cottonseed oil, 26s; Egyptian crude cottonseed oil, 23c 6d.

Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER
Old Colony Bldg., Chicago, Ill.
Please send copy of reprint on oil refining and manufacture.

Name.....

Street.....

City..... State.....

(Enclosed find 75c in stamps.)

COTTON OIL TRADING

COTTONSEED OIL—Store oil offerings in New York were light and steadily held with the better tone in futures. Crude oil, southeast and Valley, 8 1/2c nominal; Texas, 8 1/2c nominal.

Market transactions at New York:

Friday, June 28, 1935.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
July	13	992	962	990	a trad
Aug.	.....	.....	.....	990	a 1005
Sept.	28	1007	989	1005	a trad
Oct.	65	1008	991	1004	a 03tr
Nov.	.....	.....	.....	1000	a 1010
Dec.	38	1010	981	1002	a trad
Jan.	3	998	995	1003	a 1006
Feb.	.....	.....	.....	1003	a 1015

Sales, 140 contracts; crudes, Southeast, 8 1/2c nominal.

Saturday, June 29, 1935.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
July	2	975	973	975	a 989
Aug.	.....	.....	.....	980	a 995
Sept.	6	1008	1003	1004	a 1008
Oct.	5	1009	1005	1008	a trad
Nov.	.....	.....	.....	995	a 1010
Dec.	6	1012	1006	1008	a trad
Jan.	.....	.....	.....	1008	a 1012
Feb.	.....	.....	.....	1008	a 1020

Sales, 19 contracts; crudes, Southeast, 8 1/2c nominal.

Monday, July 1, 1935.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
July	.....	.....	.....	980	a 992
Aug.	.....	.....	.....	980	a 1005
Sept.	4	1009	1003	1003	a 04tr
Oct.	6	1011	1003	1003	a trad
Nov.	.....	.....	.....	998	a 1008
Dec.	19	1012	1000	1002	00tr
Jan.	14	1011	1005	1005	a trad
Feb.	.....	.....	.....	1000	a 1012

Sales, 43 contracts; crudes, Southeast and Valley, 8 1/2c nominal.

Tuesday, July 2, 1935.

	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
July	.....	.....	.....	980	a 990
Aug.	.....	.....	.....	985	a 1000
Sept.	11	999	986	998	a 1000
Oct.	27	1001	989	1000	a 1001
Nov.	.....	.....	.....	990	a 1010
Dec.	13	1000	985	997	a 95tr
Jan.	11	1002	992	997	a 1000
Feb.	.....	.....	.....	999	a 1010

Sales, 62 contracts; crudes, Southeast and Valley, 8 1/2c nominal.

Wednesday, July 3, 1935.

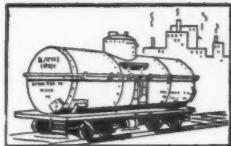
	Range		Closing		
	Sales.	High.	Low.	Bid.	Asked.
Spot	.....	.....	.....	a	.....
July	2	988	988	980	a 995
Aug.	.....	.....	.....	985	a 1000
Sept.	3	1004	997	1004	a trad
Oct.	16	1005	998	1003	a 1007
Nov.	.....	.....	.....	985	a 1005
Dec.	19	997	990	996	a 95tr
Jan.	.....	.....	.....	996	a 1000
Feb.	.....	.....	.....	995	a 1010

Sales, 40 contracts; crudes, Southeast and Valley, 8 1/2c nominal.

Thursday, July 4, 1935.

HOLIDAY—No. market.

(See page 40 for Friday's markets.)



Vegetable Oils

Weekly Market Review



Trade Fairly Active—Market Firm—Cash Trade Fair—Crude Featureless—Weather South Mixed—Private Cotton Reports Bullish—Outside Steadiness Helpful—July Oil Tenders Readily Taken Care of.

There was a fairly good turnover at better prices in the cottonseed oil market the past week. Prices gained about $\frac{1}{4}$ c lb. compared with previous week. Undertone was steady to firm, partly the result of new crop news, but due to a large extent to better markets in allied and outside quarters generally. Trade was again mixed. Commission houses were on both sides, while the professional element continued to fight advances.

There were moderate tenders on July contracts and quite a little July evening up. Much of the latter was transferred to later months. On the whole, July tenders appeared to have been readily taken care of. This served to make for steadiness in the nearby delivery, which had some sympathetic influence throughout the list. A better tone in cotton and lard helped considerably; but in the main traders were now paying more attention to the new crop situation.

The weather in the South the past week was better than of late. Offsetting this, however, were private crop reports indicating an acreage of around 29,000,000 acres, compared with upwards 30,000,000 acres anticipated recently. Crop estimates ranged from 10,020,000 bales to 11,031,000 bales, all somewhat under what the trade has been inclined to look for.

Oil Stocks Decreasing

The weevil situation is being watched very closely. Consequently the new crop is gradually working into a factor of prime importance, as far as the late oil months are concerned.

Less and less is heard of the old crop statistical position. Nevertheless the trade is anxiously awaiting the Government cottonseed statistical report due shortly.

Stocks of oil continue to decrease. Stocks of lard at Chicago during June decreased 4,355,000 lbs. to 40,089,000 lbs., or less than one-third those of a year ago, when the lard stocks totaled 126,221,000 lbs.

There can be no increase in the cotton oil supply until the new crop begins to move. Trading is freely predicting that it will be some months before the hog run picks up materially and lard stocks gain to any extent. Cash lard demand appears to be satis-

factory, as does cash oil trade. So far as oil is concerned, however, extent of inbetween seasons demand may yet prove to be a strengthening factor.

Weather a Factor

With old oil in strong hands, uncertainty surrounding the new cotton crop, owing to the smaller acreage than expected, and the fact that the crop has many critical periods through which it must pass, there is a tendency to lean to the constructive side of the oil market, especially on the setbacks.

Weather in the Corn Belt was none too favorable the past week. As a result, private reports indicated a crop outlook of around 2,200,000,000 bu., materially larger than last year, but a modest production compared to other recent years. Weather in the Corn Belt was being watched very closely, it being contended that even a crop of the present indicated size, would likely exceed demand with the reduced number of hogs in the country.

There are possibilities that the hog population might be enlarged somewhat in the future. In this connection, the Government June pig survey indicated a decrease of 20 per cent in the spring

pig crop from the very small spring pig crop of 1934, a prospective increase of 19 per cent in the number of sows to farrow in the Fall season of 1935, and a decrease of 10 per cent in total farrowings in 1935 from 1934. The report was rather bullishly construed on lard and had some influence on oil.

Other Vegetable Oils

COCOANUT OIL—Demand was quiet at New York, and market was about steady and quoted at 4@4 $\frac{1}{4}$ c. At the Pacific Coast, tanks were quoted at 3 $\frac{1}{4}$ c.

CORN OIL—Demand has been fairly good on a basis of 8 $\frac{1}{4}$ c New York. Offerings have shown a tendency to diminish somewhat.

SOYA BEAN OIL—Demand was rather quiet, and market was barely steady, with indications that oil might be bought at 7 $\frac{1}{2}$ c New York.

PALM OIL—Interest was rather routine, but market was steady at New York. Spot Nigre was quoted at 4.20@4.25c; shipment Nigre, 3.90c; Sumatra oil, July forward, 4 $\frac{1}{2}$ c.

PALM KERNEL OIL—Demand was limited, and offerings fair. Prices were quoted 4 $\frac{1}{4}$ @4 $\frac{1}{2}$ c New York.

OLIVE OIL FOOTS—A steady tone but a quiet trade featured the market at New York. Spot barrels were quoted at 8 $\frac{1}{4}$ c; tanks, 7 $\frac{1}{2}$ @7 $\frac{1}{4}$ c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was quiet and featureless at New York. Crude was quoted at 9 $\frac{1}{2}$ c.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., July 3, 1935.—New Orleans cotton oil futures 25 to 35 points higher for the week. Crude firm at 8 $\frac{1}{4}$ c lb., Valley. Bleachable offerings extremely light. Lard's abnormal premium over cotton oil continues with evident good effect on demand for cotton oil.

MEMPHIS PRODUCTS MARKETS

(Special Report to The National Provisioner.)

Memphis, Tenn., July 3, 1935.

Cottonseed meal closed lower in the face of early sales at advances of about 15c. Some pressure, however, was sufficient to force the October from a high of \$24.75 to \$24.00, with all months from October forward offered at season's lows. In actual sales new levels were registered in August at \$24.40 and October at \$24.00. Traders were inclined somewhat to even up over the holiday and while volume was fair it showed a marked decrease from that of Tuesday. The market closed steady at declines of 25 to 35c.

Cottonseed was again inactive with closing prices 50c lower for the day.

VEGETABLE OLEO STANDARD

An 80 per cent fat standard has been set for packers of vegetable fat oleomargarine by the food and drug administration of the Department of Agriculture, according to the announcement of the department:

"Notice is hereby given to packers of oleomargarine made from vegetable fat that, if it contains less than 80 per cent fat, it will be regarded as adulterated within the meaning of the federal food and drugs act. The interstate shipment of vegetable oleomargarine containing less than 80 per cent fat will be subject to action under that law. Under the amended regulation recently promulgated by the Secretary under the meat inspection act oleomargarine made with any animal fat must contain not less than 80 per cent fat."

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products easier during the latter part of the week, liquidation due to holiday evening up weakness in grains. Hogs steady; Western run moderate; top Chicago \$9.90.

Cottonseed Oil

Cotton oil moderately active and weaker, with outside commodities, especially lard and cotton. There was better cotton weather, scattered liquidation, limited support, moderate cash demand and disposition to await developments.

Quotations on bleachable cottonseed oil Friday noon were: July, \$9.60@9.80; Sept., \$9.88@9.89; Oct., \$9.89; Dec., \$9.80@9.76; Jan., \$9.77@9.83.

Tallow

Tallow, extra, 6%¢ f.o.b.

Stearine

Stearine, 9¢ sales.

Friday's Lard Markets

New York, July 5, 1935.—Prices are for export; no tax. Lard, prime western, \$12.10@12.20; middle western, \$12.10@12.20; city, 11½¢; refined Continent, 12½¢; South American, 12½¢; Brazil kegs, 11½¢; compound, 12¢ in carlots.

U. S. INSPECTED HOG KILL

Inspected hog kill at 8 point during week ended Friday, June 28, 1935:

	Week ended	Prev. week.	Cor. week.
June 28.			1934.
Chicago	66,671	67,959	110,619
Kansas City, Kans.	14,740	18,067	52,585
Omaha	14,576	14,668	42,115
St. Louis & East St. Louis	29,827	30,257	55,070
Sioux City	12,339	13,379	33,048
St. Joseph	10,619	8,598	26,999
St. Paul	12,974	14,521	26,559
N. Y., Newark and J. C.	24,132	24,929	28,534
Total	188,376	198,004	377,829

MEAT AND LARD EXPORTS

Exports of lard, hams and bacon through port of New York during week ended July 5, totaled 92,550 lbs. of lard and 42,500 lbs. of meat.

LARD AND GREASE EXPORTS

Exports of lard from New York City, June 1, 1935, to June 30, 1935, totaled 1,391,379 lbs.; tallow, none; greases, none; stearine, 6,000 lbs.

Careless work in hog scalding costs money. Read chapter 2 of "PORK PACKING." The National Provisioner's latest book.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, July 3, 1935.

General provision market steady but dull; fair demand for hams; very poor demand for lard.

Thursday's prices were: Hams, American cut, 88s; hams, long cut, 87s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberrals, exhausted; Canadian Wiltshires, 81s; Canadian Cumberrals, 78s; spot lard, 60s 3d.

LIVERPOOL PROVISION STOCKS

On hand, July 1, 1935, estimated by Liverpool Trade Association:

	July 1, 1935.	June 1, 1935.	July 1, 1934.
Bacon, lbs.	92,064	107,744	292,096
Hams, lbs.	1,456,672	955,584	398,608
Shoulders, lbs.	33,376	1,680	1,120
Butter, cwt.*	14,549	9,063	1,284,480
Cheese, cwt.*	17,360	16,081	2,435,040
Lard, steam, tierces	1,106	1,266	1,164
Lard, refined, tons.	1,168	1,284	5,519

*English cwt. (112 lbs.)

LIVERPOOL PROVISION PRICES

Prices for 100 lbs. of quality product at Liverpool on June 19, 1935, with comparisons were as follows:

	June 19, 1935.	June 12, 1935.	June 20, 1934.
American green bellies	\$13.82	\$14.00	\$16.88
Danish Wiltshire sides	21.14	21.14	19.89
Canadian green sides	18.04	18.61	17.37
American short green hams	19.82	19.82	19.70
American refined lard	13.60	13.65	5.81

NEW YORK BEEF IMPORTS

(Special Wire to The National Provisioner.)

New York, July 5, 1935.

Large receiver of New Zealand beef has cancelled contracts calling for delivery from shipment due here in the middle of July. Unless market conditions improve the product will be diverted to England. Local beef market is a little better and demand stronger. Week's imports were 11,617 lbs. of chilled beef from Canada.

South America sent 547,938 lbs. of canned beef during week ended July 3.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to July 5, 1935, show exports from that country were as follows: To the United Kingdom, 118,581 quarters; to the Continent, 2,332. Exports the week ending June 28 were: To England, 137,894 quarters; to the Continent, 3,065 quarters.

N. Y. FUTURE HIDE PRICES

Saturday, June 29, 1935—No session.

Monday, July 1, 1935—Close: Sept. 10.55n; Dec. 10.87 sale; Mar. 11.20n; June (1936) 11.50n; sales 30 lots. Closing 5@9 lower.

Tuesday, July 2, 1935—Close: Sept. 10.46@10.48; Dec. 10.77 sale; Mar. 11.10 sale; June 11.38n; sales 28 lots. Closing 9@12 lower.

Wednesday, July 3, 1935—Close: Sept. 10.58@10.63; Dec. 10.90@10.92; sales; Mar. 11.23@11.28; June 11.53n; sales 34 lots. Closing 12@15 higher.

Thursday, July 4, 1935—Holiday.

Friday, July 5, 1935—Close: Sept. 10.73 bid; Dec. 11.04@11.05 sales; Mar. 11.33@11.35; June 11.63n; sales 62 lots. Closing 10@15 higher.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended June 29, 1935, were 4,099,000 lbs.; previous week, 3,282,000 lbs.; same week last year, 3,254,000 lbs.; from January 1 to June 29 this year, 134,467,000 lbs.; same period a year ago, 119,492,000 lbs.

Shipments of hides from Chicago for the week ended June 29, 1935, were 5,277,000 lbs.; previous week, 6,257,000 lbs.; same week last year, 6,498,000 lbs.; from January 1 to June 29 this year, 169,422,000 lbs.; same period a year ago, 154,452,000 lbs.

TANNERS KEEP CODE SETUP

Continued operation under all provisions of the leather code was resolved upon by members of the general planning committee of the Tanners' Council of America at a meeting held in New York recently. The general planning committee, representative of all divisions of the leather industry, resolved that since "an overwhelming majority of its members signified their intention to continue the benefits of such co-operation, be it resolved that this industry continue to operate under all the provisions of the former leather code."

DIRECT BUYING IN CANADA

A bill to put privately-owned packinghouse stock yards in Canada under federal control, and subject them to the same regulations that apply to public stock yards, has recently been introduced at Ottawa. Increasing numbers of Canadian livestock are being moved direct by truck from producer to packer instead of to government supervised public yards, according to an investigation made by the Canadian price spreads commission.



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—Another half-cent advance was registered this week on all packer hide descriptions except light native cows, which are held at a similar advance. Despite the holiday interruption, sales totalled around 80,000 hides, or sufficient to take care of the week's kill. The bulk of the movement occurred late on the day preceding the holiday, with a few more branded cows moved at the close of the week.

The market appears firmly established at these levels and tanners appeared willing to take hides at the advance without any great reluctance; further unfilled orders are reported in the market at these prices, except for light native cows, which appear slow to follow the advance.

Total of 18,900 native steers were sold by three packers at 13c to tanners, mostly Junes but a few May-Junes toward the end; 3,000 Junes sold at close of last week at 13c. One packer sold 1,000 May-June extreme light native steers at close of last week at 10½c, but now quotable 10½c, nom.

All packers sold total of 18,500 May-June butt branded steers at 13c; and 5,900 May-June Colorados at 12½c, both ½c up. One lot of 2,400 May-June heavy Texas steers sold at 13c; 850 more sold at 13c for May-June and 12½c for Aprils. One lot of 2,700 light Texas steers made 12c, also ½c up. Extreme light Texas steers quotable at 10c.

One packer sold 9,500 heavy native cows at 10½c for May-June and 10c for Aprils; 900 Junes sold at 10½c, or ½c advance. Light native cows inactive; last trading price, 10c, available for Junes, with 10½c asked; 10½c obtainable for the heavy end, 45/53 lb., alone. Total of 9,000 branded cows, May-Junes, sold by three packers at 10c mid-week, and 9,200 more late in week also at 10c. Total of 3,900 June native bulls sold at 9½c, also ½c up.

SMALL PACKER HIDES—Chicago small packer all-weights of current take-off quotable nominally around 9½c for natives and 9c branded. Outside small packer lots can be sold at 8½c for Mays and 9c for Junes, selected natives, with branded ½c less.

FOREIGN WET SALTED HIDES—South American market moderately active and firmer. One lot of 4,000 Smithfield steers sold early to Canada at 68 pesos, equal to around 11½c, c.i.f. New York, as against 67 pesos or 11½c paid last week. Late this week, 4,000 Armour and 4,000 Wilson steers sold to the States at 69½ pesos, or about 11½ @11 9/16c.

COUNTRY HIDES—Trading in country hides is handicapped by the higher prices usually asked, in view of the stronger packer market, and the indifference on the part of upper leather tanners toward paying advances or showing any great anxiety to purchase country hides. The movement of big packer light cows in quantity would help to clear up this market and establish prices on a higher basis. All-weights quoted 7½@7½c, selected, for trimmed hides. Some heavy steers and cows being offered at 7c, although 7½c was reported paid in one direction. Buff weights quoted 7½@7½c, selected, with higher asked. Extremes not obtainable under 8c, but rather difficult to sell over that figure. Bulls around 5½@5½c; glues very slow at 4½c. All-weight branded quoted at 5½@6c, less Chicago freight.

CALFSKINS—Trading awaited to establish market on packer calfskins. The bulk of Mays moved earlier at 22c for certain picked point heavies, 21c for northern point heavies and 16½c for lights, under 9½-lb. Some May River point heavies still unsold, with last trading price 19½c. Packers not yet offering out June production, which is expected to be light, and appear confident despite the recent action of city calf.

Chicago city calfskins sold off sharply at mid-week, when couple cars 8/10-lb. sold at 13c or a cent down, and couple cars 10/15-lb. went at 16½c, or 1½c down. Outside cities, 8/15-lb., quoted around 14½@14½c, nom.; mixed cities and countries 11½@12c; straight countries around 10c. About 7,000 Chicago city light calf and deacons sold at \$1.00 steady.

KIPSKINS—No further trading in packer kipskins since last week, when May-June northern natives moved at 13c, May-June southern natives at 12c, steady prices, and May-June brands at 10c.

Chicago city kipskins last sold at 12c, but some quoting around 11@11½c, nom., based on action of city calf. Outside cities quoted around 11c; mixed cities and countries around 9½c; straight countries 7½@8c.

Packer regular slunks, May production, last sold at 87½c; June slunks offered out at 95c.

HOREHIDES—Horsehides have enjoyed a better market recently, due to sudden demand for fronts for glove leather on Government orders. Good city renderers quoted \$3.75@3.90; mixed city and country lots offered around \$3.50.

SHEEPSKINS—Dry pelts rather

scarce and firm at 14@14½c for full wools, short wools and pieces half-price. Shearling production has declined rapidly during the past two weeks and is very light at present. Stocks were well cleaned up earlier at 55@57½c for No. 1's, 40c for No. 2's, and 20c for clips, and quoted unchanged in absence of trading. June pickled skins are offered at \$4.75@5.00 per doz., with buyers' ideas around \$4.50; market quiet and trading still awaited to establish prices.

New York

PACKER HIDES—All packers moved their June branded steers mid-week at 13c for butt branded steers and 12½c for Colorados; one packer moved last half May same basis. Market well cleaned up to end of June, all June natives having moved earlier in month at 13c.

CALFSKINS—Some trading awaited to establish market on calfskins. Last trading was packer 7-9's at \$2.05, and 9-12's at \$2.85, with packers' ideas \$1.50 for 5-7's. Collectors have been talking \$1.30 for 5-7's, \$1.85 for 7-9's, and \$2.75 for 9-12's. Packer 17-lb. up kips last sold at \$3.60.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended July 5, 1935, with comparisons, are reported as follows:

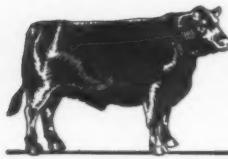
	PACKER HIDES.	Week ended July 5.	Prev. week.	Cor. week, 1934.
Spr. nat. stra.	@13½	@13	10	@10½n
Hvy. nat. stra.	@13	@12½b	10	@10½n
Hvy. Tex. stra.	@13	@12½b		@10n
Hvy. butt brnd'd stra.	.....	@12	@12½b	@10n
Hvy. Col. stra.	@12½	@12b		@9½n
Ex-light Tex. stra.	.....	@10	@9½b	@9n
Brnd'd. cows.	@10		@9½b	@9n
Hvy. nat. cows	@10½		@10b	@9n
Lt. nat. cows	@10b	9½@10		9½n
Nat. bulls.	@9½	@9½		9½n
Brnd'd. bulls.	@9½	@8		5½@5½n
Calfskins	.....16½@22	16½@22	12½@14½	12n
Yaks, native	.....13	13		13n
Kips, ov-wt.	@12	@12		11n
Kips, brnd'd.	@10	@10		10n
Slunks, reg. 87½@95			@87½	@80
Slunks, hrs. 35	@45	35	@45	35
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND CHICAGO SMALL PACKERS.				
Nat. all-wts.	9½n	9½@9½n	9½n	9n
Brnd'd.	6	8½	8½	8½n
Nat. bulls.	8½n	8½	8½n	6½@6½n
Brnd'd. bulls.	7½	7½	7½	5½@5½n
Calfskins	.....13	14	12½@14	9½@10
Kips	.....11	12n	12	9½@9½n
Slunks, reg. 65	65	65	50	60@60n
Slunks, hrs. 25	65	25	25	64n

COUNTRY HIDES.				
Hvy. steers	7	7@7½	6½@7	6@6½
Hvy. cows	7	7@7½	6½@7	6@6½
Buffs	7½@8	7½@7½	7½@7½	7½@7½
Extremes	8	8@8½	7½@8	8@8½
Bulls	5½@5½	5½@5½	5½@5½	3½@4n
Calfskins	.....@10	10	10@10½	7½@8n
Kips	7½@8	7½@8½	7½@8½	7½@8n
Light calf	50@60n	50@60n	50@60n	50@60n
Deacons	50@60n	50@60n	50@60n	50@60n
Slunks, reg. 35	35@50n	35@50n	35@50n	35@50n
Slunks, hrs. 10	10@15n	10@15n	10@15n	10@15n
Horsehides	3.50@3.90	3.10@3.75	2.75@3.25	

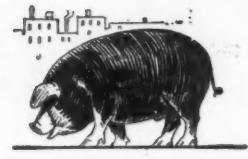
SHEEPSKINS.				
Pkr. lambs	.....		68	@75
Sml. pkr.			55	@65
lambs		65	@70
Pkr. shearlings	55@57½	55@57½	65	@70
Dry pelts	14@14½	14@14½	25	@40n

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Pages for bargains in equipment.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, July 3, 1935, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO	E. ST. LOUIS	OMAHA	KANS. CITY	ST. PAUL
Lt. It. (140-160 lbs.) gd-ch.	\$8.65@ 9.55	\$8.90@ 9.40	\$8.15@ 8.80	\$8.35@ 9.00	\$8.65@ 9.25
Medium	7.00@ 9.00	8.40@ 9.25	7.75@ 8.50	7.85@ 8.50	8.00@ 8.85
Lt. wt. (160-180 lbs.) gd-ch.	9.00@ 9.70	9.25@ 9.70	8.50@ 9.10	8.60@ 9.20	8.85@ 9.35
Medium	8.50@ 9.30	8.75@ 9.60	8.15@ 9.00	8.30@ 8.85	7.85@ 9.00
(180-200 lbs.) gd-ch.	9.30@ 9.75	9.60@ 9.70	9.00@ 9.20	9.00@ 9.25	9.00@ 9.35
Medium	8.85@ 9.50	9.10@ 9.00	8.60@ 9.10	8.75@ 9.10	8.00@ 9.00
Med. wt. (200-220 lbs.) gd-ch.	9.50@ 9.80	9.55@ 9.70	9.10@ 9.20	9.10@ 9.25	9.00@ 9.35
(220-250 lbs.) gd-ch.	9.25@ 9.75	9.35@ 9.60	9.10@ 9.20	9.10@ 9.25	8.85@ 9.35
(250-290 lbs.) gd-ch.	8.80@ 9.40	9.10@ 9.40	8.80@ 9.15	8.90@ 9.15	8.25@ 9.15
(290-350 lbs.) gd-ch.	8.50@ 8.90	8.90@ 9.15	8.50@ 9.00	8.50@ 8.90	8.00@ 8.50
PACKING SOWS:					
(275-350 lbs.) good	8.10@ 8.50	8.15@ 8.35	8.00@ 8.20	7.85@ 8.00	7.85@ 8.00
(350-425 lbs.) good	8.00@ 8.35	8.00@ 8.25	8.00@ 8.10	7.75@ 7.90	7.65@ 7.90
(425-550 lbs.) good	7.90@ 8.25	7.90@ 8.15	7.90@ 8.10	7.65@ 7.85	7.50@ 7.75
(275-550 lbs.) medium	7.25@ 8.10	7.35@ 8.15	7.50@ 8.00	7.00@ 7.85	7.25@ 7.85
SLAUGHTER PIGS:					
(100-140 lbs.) gd-ch.	8.25@ 9.25	8.00@ 9.00	7.50@ 8.25	7.50@ 8.50	8.75@ 9.25
Medium	7.25@ 8.05	7.25@ 8.85	7.00@ 8.15	6.25@ 8.00	8.00@ 8.75
Av. cost & wt. Tues. (pigs ex.)	8.98-255 lbs.	9.18-211 lbs.	8.45-260 lbs.	8.99-236 lbs.	.....
SLAUGHTER CATTLE, CALVES, AND VEALERS:					
STEERS:					
(550-900 lbs.) choice	10.25@ 11.50	9.50@ 10.75	9.50@ 11.25	9.25@ 11.00	9.25@ 10.75
Good	9.25@ 10.75	8.50@ 10.00	8.50@ 10.50	8.25@ 10.25	8.50@ 10.25
Medium	8.25@ 9.50	7.00@ 8.75	7.25@ 9.00	6.75@ 9.00	7.25@ 9.00
Common	5.00@ 8.25	6.00@ 7.25	4.75@ 7.50	4.75@ 6.85	5.00@ 7.50
STEERS:					
(900-1,100 lbs.) choice	11.00@ 12.25	10.00@ 11.50	10.50@ 11.75	10.25@ 11.50	10.25@ 11.25
Good	9.50@ 11.50	9.00@ 11.00	9.00@ 10.75	9.00@ 10.50	9.00@ 10.50
Medium	8.25@ 9.75	7.25@ 9.25	7.50@ 9.25	6.85@ 9.25	7.50@ 9.25
Common	5.50@ 8.75	6.25@ 7.50	5.25@ 7.75	5.25@ 7.25	5.50@ 7.75
STEERS:					
(1,100-1,300 lbs.) choice	11.50@ 12.75	11.00@ 11.75	10.75@ 12.00	10.75@ 11.75	10.50@ 11.75
Good	9.75@ 12.00	9.25@ 11.25	9.25@ 11.25	9.25@ 11.00	9.25@ 10.75
Medium	8.75@ 10.50	7.50@ 9.50	7.75@ 10.00	7.25@ 9.75	7.75@ 9.75
STEERS:					
(1,300-1,500 lbs.) choice	12.00@ 12.75	11.25@ 11.75	11.25@ 12.00	11.00@ 11.75	10.75@ 11.75
Good	10.50@ 12.00	9.50@ 11.25	10.00@ 11.25	9.75@ 11.00	9.50@ 10.75
HEIFERS:					
(550-750 lbs.) choice	10.25@ 11.00	9.75@ 10.50	9.50@ 10.50	9.25@ 10.50	9.25@ 10.25
Good	8.75@ 10.25	8.75@ 9.75	8.50@ 9.50	8.25@ 9.50	8.00@ 9.50
Com-med.	4.75@ 9.00	7.25@ 8.75	4.50@ 8.50	4.75@ 8.25	4.50@ 8.00
HEIFERS:					
(750-900 lbs.) gd-ch.	9.00@ 11.00	.....	8.50@ 10.75	8.25@ 10.75	8.25@ 10.50
Com-med.	5.00@ 9.00	.....	4.75@ 8.50	4.75@ 8.25	5.00@ 8.25
COWS:					
Good	6.75@ 7.75	6.00@ 7.00	6.50@ 7.50	6.25@ 7.25	6.25@ 7.25
Com-med.	4.50@ 6.75	4.25@ 6.00	4.50@ 6.50	4.50@ 6.25	4.25@ 6.25
Low-cut-cut	3.25@ 4.50	2.60@ 4.25	3.25@ 4.50	3.00@ 4.50	3.00@ 4.25
BULLS: (Yrs. Ex.) (Beef)					
Good	5.75@ 7.00	6.00@ 6.50	5.75@ 6.25	5.50@ 6.00	5.50@ 6.00
Cut-med.	4.50@ 6.00	4.00@ 6.00	4.25@ 5.75	3.75@ 5.50	3.75@ 5.50
VEALERS:					
Gd-ch.	7.50@ 9.00	7.00@ 8.25	7.00@ 8.50	6.50@ 8.50	6.00@ 8.00
Medium	6.00@ 7.50	5.75@ 7.00	6.00@ 7.00	5.00@ 6.50	5.00@ 6.25
Cul-com.	4.50@ 6.00	3.00@ 5.75	3.50@ 6.00	3.50@ 5.00	3.50@ 5.25
CALVES:					
(250-500 lbs.) gd-ch.	7.00@ 9.50	6.75@ 9.50	6.50@ 9.00	6.25@ 8.50	6.25@ 8.50
Com-med.	3.50@ 7.00	3.50@ 6.75	3.50@ 6.50	3.50@ 6.75	4.00@ 6.75
Slaughter Sheep and Lambs:**					
LAMBS:					
(90 lbs. down) gd-ch.*	7.35@ 9.00	7.85@ 9.00	7.50@ 8.25	7.50@ 8.25	8.00@ 8.50
Com-med.	5.40@ 7.50	5.25@ 8.00	5.25@ 7.50	6.00@ 7.50	6.00@ 8.00
(90-98 lbs.) gd-ch.*	.....	.....	.....	.....	5.50@ 6.00
YEARLING WETHERS:					
(90-110 lbs.) gd-ch.	5.65@ 6.65	6.00@ 6.50	5.25@ 6.00	5.25@ 6.00	5.00@ 5.75
Medium	5.00@ 5.75	5.25@ 6.00	4.50@ 5.25	4.25@ 5.25	2.50@ 3.25
EWES:					
(90-120 lbs.) gd-ch.	2.50@ 3.50	2.50@ 3.50	2.25@ 3.00	2.25@ 3.00	1.75@ 3.00
(120-150 lbs.) gd-ch.	2.15@ 3.55	2.00@ 3.25	1.75@ 2.75	2.00@ 2.75	1.00@ 2.50
(All weights) com-med.	1.50@ 2.50	1.00@ 2.50	1.00@ 2.25	1.25@ 2.25	.....

*Quotations based on ewes and wethers. **Effective July 1, spring lambs classified as lambs.

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Iowa, July 3, 1935.

Hog prices at 22 concentration points and 9 packing plants in Iowa and Minnesota were very uneven compared with last week's close. Medium weight butchers, mostly 5@50c higher; heavies, steady to 25c lower, sows, mostly steady; big weights, 5@10c off; late sales better grade 180- to 250-lb. truck deliveries, \$8.65@9.05; good to choice 200 to 220 lbs., mostly \$8.75@9.05; few long railed, to \$9.15; 250 to 290 lbs., \$8.40@8.85; 290 to 350 lbs., \$8.05@8.60; 160 to 180 lbs., \$8.35@8.80; 140 to 160 lbs., \$7.65@8.35; good packing sows, \$7.40@7.85; occasionally \$8.00.

Receipts week ended July 4, 1935:

	This week.	Last week.
Friday, June 28	14,100	14,200
Saturday, June 29	12,400	11,900
Monday, July 1	22,100	20,500
Tuesday, July 2	8,800	9,200
Wednesday, July 3	16,800	12,200
Thursday—Holiday. No market.		

CANADIAN LIVESTOCK PRICES

Leading Canadian centers, top live-stock prices, June 27, 1935:

	BUTCHER STEERS.	Up to 1,050 lbs.	Same week.
June 27, 1935.			
Toronto	\$ 7.65	\$ 7.15	\$ 6.25
Montreal	7.00	7.25	5.85
Winnipeg	6.75	7.00	5.50
Calgary	6.00	5.25	4.60
Edmonton	5.75	6.00	4.50
Prince Albert	6.00	5.30	4.00
Moose Jaw	5.50	5.25	4.75
Saskatoon	5.25	6.00	4.50
	VEAL CALVES.		
Toronto	\$ 7.00	\$ 7.00	\$ 6.00
Montreal	6.50	6.75	5.75
Winnipeg	5.50	5.50	4.00
Calgary	5.50	6.00	4.50
Edmonton	4.00	4.50	3.50
Prince Albert	3.00	3.00	3.00
Moose Jaw	4.50	4.50	4.00
Saskatoon	4.00	4.00	4.00
	SELECT BACON HOGS.		
Toronto	\$ 10.75	\$ 10.80	\$ 9.75
Montreal	10.90	10.80	9.75
Winnipeg	10.00	9.65	8.85
Calgary	9.50	9.35	8.35
Edmonton	9.50	9.40	8.50
Prince Albert	8.80	8.25	8.45
Moose Jaw	9.75	9.40	8.60
Saskatoon	9.60	9.25	8.45
	GOOD LAMBS.		
Toronto	\$ 9.25	\$ 9.75	\$ 8.50
Montreal	9.00	10.00	8.50
Winnipeg	7.50	7.50	7.00
Calgary	6.50	7.25	6.50
Edmonton	6.50	7.00	6.00
Prince Albert	6.00	6.00	6.00
Moose Jaw	7.00	7.00	7.00
Saskatoon	6.50	7.50	6.00

PACIFIC COAST LIVESTOCK

Livestock receipts for five-day period ended June 29, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	5,942	1,392	481	7,244
San Francisco	1,575	125	1,600	3,825

DIRECTS.—Los Angeles: Cattle, 54 cars; hogs, 58 cars; sheep, 51 cars. San Francisco: Cattle, 275 head; hogs, 1,500 head; sheep, 2,725 head.

Livestock Receipts at Record Low Mark

LIVESTOCK and meat trade during June was featured by continued small receipts, somewhat lower prices for some kinds and grades of live animals and a decline in the price of fresh meats. So far as livestock is concerned, the situation at Chicago was typical of that at other markets.

During June there were received at Chicago 8,996 cars of livestock, the smallest June total for any month since 1882, when 12,049 carloads arrived. Cattle run of 125,408 head was the smallest for any month since November, 1914, when the run dropped to 19,000 head directly after the opening of the World War. This was the only smaller monthly total since May, 1884, 19 years after the opening of Chicago yards at their present location.

A year ago the cattle run in Chicago was 225,761 head, including 34,063 head owned by the government and to be killed for needy relief. Receipts for the country as a whole were 25 to 30 per cent under a year ago.

Calf receipts during June fell to 33,137 head, the smallest since June, 1904. During June a year ago 69,073 head of calves were received at Chicago. Of these, 22,076 were for the account of the government.

Hog Receipts Smallest Since 1917

June hog receipts at Chicago totaled 225,895, the smallest total for any month since September, 1917, when 251,000 were received. The next lowest June total, dating back to 1878, was 396,000 head in 1883. Chicago handled only 1,673,527 hogs during the first six months of the current year, compared with 3,529,707 a year earlier.

Eleven leading markets in June received only 798,000 hogs compared with 1,473,000 a year ago. The six months' total at these points, at 6,144,000 shows a reduction of 5,491,000 compared with 1934 and a drop of 14,311,000 head compared with the big year of 1924.

Only 165,587 sheep and lambs arrived at Chicago in June, the smallest total

for any month since July, 1894, and the smallest for June since 1891.

Livestock Price Trends

Cattle prices declined from the May levels, but all livestock brought the highest June prices in five years. Average price of steers was \$10.40 compared with \$11.10 in May. This was the highest June price since 1930. Average price a year ago was \$7.35.

The Chicago average hog price was \$9.35, the same as a month earlier,

which was the highest for any month since October, 1930. This was the highest June average price in five years. Average hog price for June, 1934, \$4.20.

Average price of lambs at Chicago during June was \$8.70. Average price a month earlier (old crop lambs) was \$7.95. Average price year ago, \$8.50.

Beef prices fluctuated early in the month being higher at some points and lower at others. Toward the middle of the month, however, sentiment seemed to crystallized, and from that time on the price drift was downward. At the close of the month beef prices

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
Steers, carcass	Week ending June 29, 1935.....	8,405	1,721
	Week previous	9,314½	2,128
	Same week year ago.....	11,456	2,637
Cows, carcass	Week ending June 29, 1935.....	512	734
	Week previous	1,381	869
	Same week year ago.....	707	1,251
Bulls, carcass	Week ending June 29, 1935.....	397	490
	Week previous	403	513
	Same week year ago.....	246	437
Veal, carcass	Week ending June 29, 1935.....	17,392	1,304
	Week previous	11,208	1,780
	Same week year ago.....	15,441	2,226
Lamb, carcass	Week ending June 29, 1935.....	28,845	10,181
	Week previous	37,850	10,807
	Same week year ago.....	32,060	10,324
Mutton, carcass	Week ending June 29, 1935.....	6,485	397
	Week previous	3,003	1,438
	Same week year ago.....	519	187
Pork cuts, lbs.	Week ending June 29, 1935.....	1,281,157	266,251
	Week previous	1,266,910	270,318
	Same week year ago	1,749,556	270,026
Beef cuts, lbs.	Week ending June 29, 1935.....	480,599	.....
	Week previous	482,841	.....
	Same week year ago	393,168	.....

LOCAL SLAUGHTERS.

Cattle, head	Week ending June 29, 1935.....	7,158	1,760	.....
	Week previous	7,340	1,692	.....
	Same week year ago	7,725	1,640	.....
Calves, head	Week ending June 29, 1935.....	14,662	3,522	.....
	Week previous	14,894	4,198	.....
	Same week year ago	14,423	3,830	.....
Hogs, head	Week ending June 29, 1935.....	24,357	8,308	.....
	Week previous	24,028	12,285	.....
	Same week year ago	30,258	14,736	.....
Sheep, head	Week ending June 29, 1935.....	74,996	7,819
	Week previous	58,504	5,607
	Same week year ago	50,073	5,496

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at Chicago were from 10 to 20 per cent lower than those on June 1.

Prices of all fresh pork cuts declined during June. Cured pork prices also worked lower but the loss was not as great as in fresh cuts. Demand for smoked meats was not large, but apparently was about equal to supply. Demand for lard was fair and prices improved somewhat. Hog cut-out losses during the month were large.

LIVESTOCK LOSS BOARD MEETS

Plans to cut the national bill for preventable livestock losses due to careless handling during the marketing process were discussed at a meeting of newly-formed National Live Stock Loss Prevention Board in Chicago last week.

Furtherance of a nation-wide program to encourage practical methods of reducing and eliminating such losses were discussed at the meeting, according to Dr. H. Preston Hoskins of the American Veterinary Association, secretary of the board. An integral part of this program, he said, will be a survey of livestock operations throughout the United States to estimate the unnecessary loss through injuries to livestock. In the past this loss has been calculated at \$30,000,000 annually.

RECEIPTS AT CHIEF CENTERS

Combined receipts at principal markets, week ended June 29, 1935:

At 20 markets:	Cattle	Hogs	Sheep
Week ended June 29	141,000	228,000	258,000
Previous week	140,000	232,000	230,000
1934	313,000	477,000	263,000
1933	195,000	616,000	273,000
1932	166,000	384,000	324,000
1931	158,000	422,000	271,000

Hogs at 11 markets:	Cattle	Hogs	Sheep
Week ended June 29	190,000		
Previous week	194,000		
1934	424,000		
1933	535,000		
1932	325,000		
1931	373,000		

At 7 markets:	Cattle	Hogs	Sheep
Week ended June 29	101,000	158,000	137,000
Previous week	100,000	163,000	121,000
1934	250,000	374,000	166,000
1933	153,000	449,000	154,000
1932	125,000	275,000	178,000
1931	125,000	336,000	191,000

KINDS OF LIVESTOCK KILLED

Classification of livestock slaughtered in the United States during May, with comparisons, is reported as follows:

	Cattle	Hogs	Sheep	lamb
(000 omitted.)				
Steers				
Cows and heifers				
Bulls and stags				
Sows				
Barrows				
Stags and boars				
Lambs and yearlings				
Sheep				

May, 1935	330	36	1,068	1,065	10	1,473	112	
April, 1935	295	361	27	1,039	1,117	21	1,427	56
10-yr. May av.	402	300	30	1,885	1,823	26	1,114	106
PER CENT.								
May, 1935	44.82	50.23	4.95	50.08	49.04	.88	92.96	7.04
April, 1935	43.17	52.83	4.00	47.73	51.80	.97	96.25	3.75
10-yr. May av.	54.92	40.98	4.10	50.61	48.60	.70	91.31	8.69

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 15 centers for the week ended June 29, 1935:

	Week ended June 29.	Prev. week.	Cor. week.
Chicago	18,144	22,711	49,456
Kansas City	16,370	16,782	46,884
Omaha	11,390	12,283	34,579
East St. Louis	17,276	14,460	17,813
St. Joseph	4,310	4,123	14,364
Sioux City	6,245	5,460	16,121
Wichita	2,514	3,040	2,378
Philadelphia	1,760	1,692	1,649
Indianapolis	1,156	1,857	1,764
New York & Jersey City	7,158	7,510	7,725
Oklahoma City	6,062	5,521	7,448
Cincinnati	2,726	2,698	4,058
Denver	3,216	2,972	3,916
St. Paul	6,064	7,265	18,941
Milwaukee	2,778	2,386	4,703
Total	108,110	110,290	232,199

	HOGS.
Chicago	48,127
Kansas City	17,240
Omaha	13,453
East St. Louis	20,204
St. Joseph	10,154
Sioux City	12,031
Wichita	1,587
Philadelphia	8,308
Indianapolis	7,340
New York & Jersey City	24,357
Oklahoma City	2,565
Cincinnati	11,013
Denver	2,451
St. Paul	10,460
Milwaukee	7,821
Total	197,125

	SHEEP.
Chicago	36,857
Kansas City	17,977
Omaha	16,326
East St. Louis	18,137
St. Joseph	16,228
Sioux City	7,685
Wichita	3,618
Philadelphia	7,819
Indianapolis	2,531
New York & Jersey City	74,966
Oklahoma City	2,324
Cincinnati	11,485
Denver	5,774
St. Paul	8,961
Milwaukee	1,861
Total	232,568

	STOCK YARDS.
Cattle	619
Calves	387
Hogs	1,235
Sheep	1,189

	May, Apr., 10-yr. May, Apr., May 1935. 1935. May av. 1935. 1935. av.
Number (000 omitted)	Per cent.

	OTHER SOURCES.
Cattle	117
Calves	121
Hogs	987
Sheep	395

CARRIERS CUT MEAT RATES

Railroads will be permitted to publish reduced carload rates on meat and packinghouse products from St. Louis, Mo., and E. St. Louis, Ill., to Poplar Bluff, Mo., a distributing point, under a recent Interstate Commerce Commission decision. Intervening packers in Kansas, Iowa and South Dakota protested the modification of the rate structure between, to and from Southwestern and Western trunk line points, but the commission found carriers were losing a large peddler car business to trucks in this territory and granted the permission.

Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

DRIVING LIVESTOCK IN STREETS

A Midwest packer has been driving his livestock a short distance through his city streets from unloading pens to his plant. He is now faced by city action prohibiting such practice. He says:

Editor THE NATIONAL PROVISIONER:

Our plant is located about 75 yards off a railroad siding and we have been driving livestock through a city street to reach it. There have been some complaints and a petition circulated to compel us to discontinue this practice. Since the distance is short and the street on the city outskirts, where there is no traffic, we feel this would be an injustice.

The city council has asked us to advise them if this practice would be permitted in other cities of the same size or larger. If so, they will act favorably on our petition to continue use of this street for driving livestock.

A trucking arrangement would be quite expensive and with the meat business as it is at present, such extra expenses are hard to meet. It is quite a common practice for the small packer to drive livestock through or across city streets to reach his packinghouse. This has been done in New York City for over 200 years, and still prevails in Brooklyn. Many small killers have found it more economical to employ truckers. In Chicago the practice continues to the present time. Drovers of hogs may be seen daily en route from the Yards to the small killers north and east of the yards.

It can be stated from a knowledge of the facts concerning packing plants in all parts of the country that many cities larger and smaller than this one permit the movement of animals through city streets. There is no doubt that a city under its police powers may deny use of public streets where such use endangers life or health of its citizens. Moreover, the packer driving along or across streets is always required to precede, flank and follow animals and must answer for damage caused by them.

Among other cities where animals are moved from stockyard facilities to packinghouses through city streets are the following: Atlanta, Baltimore, Buffalo, Cleveland, Indianapolis, Louisville, St. Louis, Kansas City, Birmingham and Nashville.

BY-PRODUCTS RATES CUT

Effective July 15 the overland railroads will apply a 65 cents per cwt. rate on bones, hoofs and horns, 60,000-lb. carloads, moving to the Pacific coast. The present rate is 70 cents.

When in need of expert packinghouse workers, watch the classified pages of THE NATIONAL PROVISIONER.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, June 29, 1935, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,973	6,064	2,102
Swift & Co.	2,410	1,542	4,317
Morris & Co.	1,196	...	1,090
Wilson & Co.	3,339	977	923
Anglo-Amer. Prov. Co.	485	...	...
G. H. Hammond Co.	1,715	1,482	...
Shippers	8,141	8,900	503
Others	5,389	14,413	685

Brennan Packing Co., 1,514 hogs; Agar Packing Co., 2,946 hogs.

Total: 25,785 cattle; 6,782 calves; 36,244 hogs; 9,620 sheep.

Not including 500 cattle, 1,955 calves; 26,176 hogs and 27,740 sheep bought direct.

KANSAS CITY.**

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,907	555	1,678	3,152
Cudahy Pkg. Co.	1,880	820	838	4,332
Morris & Co.	1,435	399	...	1,710
Swift & Co.	1,651	849	1,775	3,718
Wilson & Co.	1,681	730	969	3,955
Kornblum & Son	614	...	...	...
Independent Pkg. Co.	8,515	254	1,505	1,110
Others	...	117	...	...
Total	12,743	3,627	6,872	17,977

OMAHA.*

	Cattle & Calves.	Hogs.	Sheep.
Armour and Co.	2,743	3,223	1,965
Cudahy Pkg. Co.	3,019	3,021	4,348
Dold Pkg. Co.	660	2,626	...
Morris & Co.	850	1,146	...
Swift & Co.	2,946	2,231	1,711
Others	8,072	...	...
Eagle Pkg. Co., 14 cattle; Geo. Hoffman Pkg. Co., 49 cattle; Grt. Omaha Pkg. Co., 15 cattle; Lewis Pkg. Co., 234 cattle; Omaha Pkg. Co., 87 cattle; J. Roth & Sons, 75 cattle; So. Omaha Pkg. Co., 29 cattle; Lincoln Pkg. Co., 217 cattle; Sinclair Pkg. Co., 196 cattle; Wilson & Co., 192 cattle.	...	...	...
Total	11,326	cattle and calves; 20,319 hogs; 8,024 sheep.	...

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,757	888	2,032	10,441
Swift & Co.	3,126	2,512	2,416	6,399
Morris & Co.	1,382	970	315	...
Hunter Pkg. Co.	1,161	...	1,545	704
Hill Pkg. Co.	...	...	656	...
Krey Pkg. Co.	...	...	1,320	...
Laclede Pkg. Co.	...	749	...	...
Shippers	7,890	3,932	9,869	4,715
Others	3,815	1,715	11,463	593
Total	19,181	9,967	30,073	22,852
Not including 1,542 cattle, 3,375 calves, 16,102 hogs and 11,438 sheep bought direct.	...	...	...	...

ST. JOSEPH.*

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,485	726	5,686	10,682
Armour and Co.	1,225	751	4,478	5,588
Others	697	42	1,424	...
Total	3,407	1,519	11,588	16,228

ST. PAUL.*

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,443	2,375	4,223	3,218
Cudahy Pkg. Co.	626	1,385	...	...
Swift & Co.	2,750	4,342	6,241	5,733
United Pkg. Co.	1,845	352	...	...
Others	1,587	27	981	27
Total	8,201	8,481	11,445	8,978

SIOUX CITY.*

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,281	137	4,844	3,267
Armour and Co.	1,754	159	4,234	2,419
Swift & Co.	1,578	120	2,931	1,217
Shippers	2,819	28	1,428	409
Others	194	22	22	...
Total	8,626	466	13,459	7,312

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,882	879	1,004	966
Wilson & Co.	1,789	1,045	1,056	1,368
Others	273	48	301	...

Total: 3,944, 1,972, 2,481, 2,324
Not including 79 cattle, 57 calves and 301 hogs bought direct.

DENVER.*

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	678	90	653	27,285
Swift & Co.	528	71	624	7,875
Others	1,351	453	1,242	22,217

Total: 2,557, 614, 2,519, 57,377

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,300	454	598	3,522
Jacob Dold Pkg. Co.	360	103	471	96
Wichita D. B. Co.	19	...	...	...
Dunn-Ostertag	60	...	...	...
F. W. Dold & Sons	89	...	233	...
Sunflower Pkg. Co.	68	...	74	...
Wichita Pkg. Co.	27	...	...	...
Total	1,932	557	1,376	3,618
Not including 25 cattle and 211 hogs bought direct.	...	...	...	...

MILWAUKEE.**

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,600	4,682	5,082	1,365
U. D. B. Co.	53	...	...	...
R. Gunz & Co.	71	28	...	15
Armour & Co. Mill	582	2,371	...	...
Shippers	104	91	46	21
Others	584	650	...	247
Total	3,042	7,822	5,128	1,878

INDIANAPOLIS.**

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,516	567	4,521	2,516
Armour and Co.	754	476	1,862	...
Hilgemeter Bros.	5	...	878	...
Stump Bros.	...	...	79	...
Meler Pkg. Co.	77	6	126	...
Indiana Prov. Co.	37	22	68	...
Schussler Pkg. Co.	52	...	184	...
Maass Hartman Co.	50	0	...	...
Art Wabnitz	3	74	33	...
Shippers	1,954	1,886	14,466	2,785
Others	832	258	270	624
Total	5,280	3,268	22,454	6,004

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	...	...	344	...
Ideal Pkg. Co.	15	...	444	...
E. Kahn's Sons Co.	1,053	425	4,887	10,127
Lohrey Pkg. Co.	3	...	147	...
H. H. Meyer Pkg. Co.	25	...	2,390	...
J. H. Schrot Pkg. Co.	184	353	143	...
J. F. Stegner & Co.	210	...	2,277	...
Shippers	150	509	2,244	8,887
Others	1,048	764	296	601
Total	2,722	2,247	12,694	20,150
Not including 548 cattle, 153 calves and 1,698 hogs bought direct.	...	...	...	...

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended June 29, 1935, with comparisons:

CATTLE.

	Week ended June 29.	Prev. week.	Cor. week.
Chicago	25,785	28,087	59,803
Kansas City	11,743	13,272	33,016
Omaha	11,260	12,200	30,846
East St. Louis	19,181	17,289	33,010
St. Joseph	3,407	3,334	11,978
Sioux City	8,626	7,083	15,520
Oklahoma City	3,944	3,691	5,305
Wichita	1,932	2,147	1,698
Denver	2,537	2,838	3,670
St. Paul	8,201	8,216	20,107
Milwaukee	3,042	2,463	5,537
Indianapolis	5,280	5,180	4,284
Cincinnati	2,722	2,619	3,299
Total	168,696	166,211	210,602

HOGS.

	Chicago	Kansas City	Omaha	East St. Louis	St. Joseph	Sioux City	Oklahoma City	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati
Week ended June 29.	36,244	33,361	56,500	30,640	16,377	11,388	12,324	11,743	12,200	11,211	20,107	24,745	15,991
Prev. week.	6,872	6,863	23,368	10,000	5,000	3,234	3,234	4,234	4,234	4,234	10,000	10,000	10,000
Year ago	8,024	11,744	15,726	12,200	11,211	11,744	11,744	11,744	11,744	11,744	12,200	12,200	12,200
1933	11,378	12,289	13,220	12,200	11,211	11,744	11,744	11,744	11,744	11,744	12,200	12,200	12,200

SHEEP.

	Chicago	Kansas City	
--	---------	-------------	--



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Up and down the MEAT TRAIL



MEAT TRAIL

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, July 9, 1910.)

Hog receipts at 8 principal markets for the first half of 1910 were 2½ million head less than for the same period of 1909. Cattle receipts were about the same as the year before, totaling 3,822,007 head at 8 markets. Hog slaughters at 8 centers were nearly 3 million head less than the first half of the previous year.

More hogs were coming. Packers purchases at Chicago for the week ending July 2, 1910, totalled 106,000 head. Hog prices averaged \$9.25.

In an interview upon his return from abroad J. Ogden Armour said in his opinion the meat export trade of the United States was practically at an end. "South America is furnishing the meat that England consumes," said he. On the hog situation he said he did not believe the country would see 10c hogs again.

Dubuque Packing Co. let contract for its new plant at Dubuque, Ia.

McSweeney Packing Co., Sweetwater, Tex., let contract for its new plant.

Arrangements for reorganization of the Mexican National Packing Co. (a McKay promotion) were completed by British interests.

It was reported that a new Chicago postoffice to cost \$1,700,000 would be erected on the West Side. (The plan went through 24 years afterward.)

Sam Stretch, the spice man, was on a trip to dear old Lunnon.

Curing meat by electricity was creating quite a lot of discussion.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first three days of this week total 17,246 cattle, 4,381 calves, 19,203 hogs and 6,242 sheep.

Provision shipments from Chicago for the week ended June 29, 1935:

Week	Previous	Same
June 29.	Week.	Week '34
Cured Meats, lbs...	15,109,000	16,502,000
Fresh Meats, lbs...	31,063,000	33,910,000
Lard, lbs.....	2,860,000	2,506,000
		5,705,000

Harley D. Peet, president, Peet Packing Co., Chesaning, Mich., was a visitor to Chicago last week, accompanied by Roscoe Rice, assistant superintendent.

Carl M. Bailey, well-known meat packer of Decatur, Ill., was in Chicago for a day this week.

Davenport R. Phelps, Pacific Coast representative of the National Live Stock and Meat Board, whose headquarters are at San Francisco, returned this week after spending a fortnight at the headquarters of the board in Chicago.

H. M. Shulman, chief engineer, Hammond Standish & Co., Detroit, Mich., was in Chicago this week.

Jack Taylor, of Clarence Robert Lazerus, Inc., brokers, is taking his vacation in the North Woods.

Visking Corporation is building its own ball field. Whether the left and right field fences are being specially placed for Visking sluggers or not, the new park is sure to get a good work-out.

Charles H. Swift, chairman of the board, Swift & Company, sailed with Mrs. Swift on the ss. Bremen from New York on July 5 for a trip abroad.

Argument on the constitutionality of the hog processing tax in the suit brought by Adolf Gobel, Inc., New York, has been postponed until September 4.

Scores for this week's games in the Packer's Softball league were: Swift 15, U. S. Cold Storage 3; Armour 14,

Manaster 9; Miller & Hart 6, Hammond 5; Wilson 5, Drovers 4; Reliable 24, Omaha 0. Each team will play two games next week on Tuesday and Wednesday. League standings to date are:

	W.	L.	Pct.
Wilson	4	0	1.000
Miller & Hart	3	1	.750
Reliable	3	1	.750
Swift	3	1	.750
Armour	2	2	.500
Omaha	2	2	.500
Drovers	1	3	.250
Hammond	1	3	.250
Manaster	1	3	.250
U. S. Cold Storage	0	4	.000

Walter Best, of Best and Donovan, held his regular Fourth of July celebration at his home in Sauganash, a suburb of Chicago, entertaining many guests in the well-known B. & D. style. Among them were R. H. Wheeler, president, Dyersburg Cotton Products Co., Dyersburg, Tenn., and "Bill" Donovan, the other half of the B. & D. combination, and his wife.

Julian D'Esposito won low gross honors with a score of 78 in the Cudahy Packing Company's golf tournament held June 28 at the Medina Country club. Joe Schell was runner-up with an 85, and D. K. Sanders next in line with an 86. Low net winners were John Crowley, Earl W. Estes, L. G. Tremblay, Donald Kolbe and R. C. Johnson. Prizes, including a radio, watch and set of golf clubs, were donated by company officials. The day closed with a dinner for contestants.

Packer purchasing officials who attended a meeting at the Institute of American Meat Packers last week-end were: C. E. Skulan, Cudahy Bros. Packing Co., Cudahy, Wis.; D. L. Hoff, Rath Packing Co., Waterloo, Ia.; S. A. Grow, Jacob E. Decker & Sons Co., Mason City, Ia.; B. W. Robb, Jacob Dold Packing Co., Buffalo, N. Y.; T. H. Hocker, Geo. A. Hormel & Co., Austin, Minn. and H. M. Shulman, Hammond-Standish Packing Co., Detroit, Mich.

Out-of-town packer officials who attended the demonstration of the Institute system of beef grading on June 28 were: Harry Bookey, president and Joe Reinken, sales manager, Bookey Packing Co., Des Moines, Ia.; J. A. Hoffman, Jacob E. Decker & Sons Co., Mason City, Ia.; C. L. Elpers, Peter Emge and Chester Smith, Emge & Sons, Fort Branch, Ind.; George W. Cook, general manager, and R. Kugelman, beef department manager, Emmart Packing Co., Louisville, Ky.; S. J. Prosser, Hunter Packing Co., E. St. Louis,



NEW RING STAR LIKES MEAT.

Joe Louis, the new fistic sensation, who disposed of the man-mountain Carnera in 6 rounds in New York, gives meat first place. Here he is doing a bit of carving for promoter Mike Jacobs at the latter's office in celebration of the victory.

Why

You Should Use **SWIFT'S**
ATLAS GELATIN

• **PURE**

Meets all state and federal pure food regulations.

• **HIGH TEST**

... Because of this high jelly strength, it is economical to use.

• **TASTELESS**

So that the true meat flavor is not obscured.

• **TRANSPARENT**

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO

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UNITS
tell the story!**

FORBES Spices have greater strength. And they are ground to bring out the strength and give full seasoning value. That's why you get "more seasoning units per dollar!"

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Ill.; F. E. O'Connor and D. Erickson, Kerber Packing Co., Elgin, Ill.; D. W. Allerdice, John W. Cook and Donald Curry, Kingan & Co., Indianapolis, Ind.; Gilbert Arnshoff, Louisville Provision Co., Louisville, Ky.; V. A. Gibbs, Ottumwa, Ia.; K. Voight, Sioux Falls, S. D.; C. F. Osborn and C. P. Stentz, Topeka, Kans., all of John Morrell & Co.; John Fink, Ray S. Paul and Paul Wagner, Rath Packing Co., Waterloo, Ia.; Charles N. Eitze, accounting division and Albert B. Kурдле, manager, beef division, Wm. Schluderberg-T. J. Kурдле Co., Baltimore, Md.; E. G. Streit and William Stegner, John F. Stegner, Cincinnati, O. and Gerald G. Mihill, Wilson Provision Co., Peoria, Ill.

COUNTRYWIDE NEWS NOTES

Steve Jeness, old-time packinghouse operating expert, is now with the Consolidated Beef & Provision Co., Baltimore, Md. They have recently made extensive additions to their plant and modernized it in every respect.

George N. Meyer, well-known Pittsburgh packer and former regional director of the Institute of American Meat Packers, is now general manager of the reorganized North Side Packing Company, Pittsburgh, Pa.

Ciralsky Packing Co., Toledo, O., are installing complete new rendering equipment in their plant, consisting of cooker, hog, hasher and washer and press.

Schmidt Provision Co., Toledo, are completing a new beef and hog cooler building, 32 by 42 ft., with a basement containing a modern curing cellar. Brine spray refrigeration will be installed.

John M. Muir, who succeeds J. L. Cahow as general superintendent of the Indianapolis plant of Armour and Co., assumes his new duties after a long packing house career. In 1921 he was Chicago plant superintendent of Morris and Company and he has held similar supervisory positions with other concerns. He takes over his new duties with a fine background of practical packinghouse experience.

NICHOLAS WOLTER PASSES

Nicholas Wolter, president, Illinois Packing Co., Chicago, died on June 30, at his home, 1112 Sheridan Road, Wilmette. His loss was a great shock to his many friends and acquaintances in the meat industry, in which he had been active for over forty years.

Mr. Wolter was born in Luxembourg,



ANOTHER PACKER VETERAN GONE.

Nicholas Wolter, president, Illinois Packing Co., Chicago, dies at the age of 62 years.

Belgium, in 1873. He came to the United States in 1892, making Chicago his home. He entered the retail meat business in Chicago and a few years later formed the N. Wolter Co. In 1919 he became president of the Illinois Packing Co. and headed that company until his death. Funeral services were held on July 3 in St. Francis Xavier church, Wilmette. Surviving are his wife, Antonie; a son, Nicholas, Jr., and a daughter, Mrs. Marguerite Krippes, all of Wilmette.



NEW YORK NEWS NOTES

E. A. Wagner, New York district beef department, Cudahy Packing Co., is motoring with his family through Pennsylvania.

Miss Elizabeth M. Smith, secretary to T. E. Ray, district manager, Swift & Company, will spend the next few weeks at Atlantic City, N. J.

P. L. Reed, vice president and treasurer, L. B. Dodd, beef department, Armour and Company, Chicago, and E. J. Davison, branch house department, Wilson & Co., Chicago, were visitors to New York last week.

A. Sidney Firestone, assistant purchasing agent, Hygrade Food Products Corp., and Miss Sybil Simon of New York were married June 21 and are now on a motor trip through Canada.

Lester Weyant, secretary to W. K. Reardon, general manager, New York Butchers Dressed Meat Co., will spend his vacation at Ferndale, N. Y.

Frank A. White recently became associated with Roberts & Oake, Chicago, as manager of the New York office and sales representative in the New York

and New Jersey territory. He was formerly with Wm. Schluderberg-T. J. Kурдле Co., Baltimore.

H. G. Paseltiner, who was for several years with Adolf Gobel, Inc., Brooklyn division, is now connected with Edward A. Kelly, 14 Kingsbridge Road, Bronx, in realty activities.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended June 29, 1935, were as follows: Meat—Brooklyn, 8 lbs.; Manhattan, 288 lbs.; Bronx, 385 lbs.; Queens, 48 lbs.; Richmond, 3 lbs.; total, 732 lbs. Fish—Bronx, 100 lbs.

TAX REFUND ON COTTON BAGS

Packers who use cotton bags or stockinette for covering beef and other dressed meats are entitled to a refund or rebate on all bags over a certain size under a ruling made in June, 1934. This rebate is due the bag manufacturers who paid the tax, and will be refunded to their customers when received.

It now develops that the administration practice of trying to avoid refunds has extended to this tax. The department up to this time has refused to grant the rebate on the ground that beef bags are not bags, but covers. The Stockinette and Beef Tubing Group, of which C. C. Carroll, Wynantskill Mfg. Co., Troy, N. Y., is chairman, is trying to get this money back for packer customers, and is preparing a brief for presentation to Washington showing that these coverings are generally known in the trade as bags, and asking for a redefinition of beef and meat covers as bags entitled to the refund decreed in 1934.

It is necessary to establish the fact that the knitted cotton products which packers use in covering beef and other dressed meats are known to them as bags, are referred to as bags in shop talk, correspondence and in ordering the products, and have so been known since their first use in the industry. Packers are asked to assist in the preparation of the claim by indicating by letter to Mr. Carroll that "bags" is a correct and well-known industry term for such products.

Under the power granted to the Secretary of Agriculture to relieve certain articles of processing taxes, if the tax curtailed the demand for such items, the Secretary had in June, 1934, decreed that the cotton processing tax would be rebated on all bags having a cotton content of 170 lbs. per thousand bags or over and a square inch coverage above certain defined limits. This would mean a rebate of from \$8.50 to \$10 per thousand on all large bags used by packers which come above the prescribed weight averages.

Manufacturers intend to return the tax to the packers if they are granted the refund. Packers are requested to write Mr. Carroll as above indicated, addressing him at Troy, N. Y.



For the Retail Meat Dealer



MEAT DEALER COMBINES *New AND Old Ideas WITH Success*

WHEN new methods meet old methods in the retail meat store they sometimes form an effective merchandising combination.

Most meat dealers today are becoming specialists in meat selling, and have largely discarded the processing and manufacturing of meat products. However, in the new Hench Market, Mt. Clemens, Mich., modern ideas in store design and merchandising practice are coupled successfully with some of the older functions of the retailer. This new retail meat store, the third occupied by the firm in 21 years, was opened on March 23, about 7,000 people attending the celebration.

Front of the new store is of white and colored vitrolite glass in modernistic design. Large windows, centered between two doors at each end of the

store front, afford an unobstructed view of the whole interior. Above the one-story building is a large neon sign advertising the firm's home-made sausage, hams and bacon.

Novel Store Arrangement

There are a number of noteworthy features of design in the storeroom. Its shape is roughly that of part of a circle, the back and only wall curving gently from the right to the left hand entrance doors. Its depth, therefore, is small compared with its length. A customer going into the store at one door may see the entire stock in her passage to the other door.

The 48 foot refrigerated display counter was custom built and is curving, following the line of the back wall. This is of white tile and the ceiling is also finished in a light color. A number of ceiling fixtures give ample light at all times.

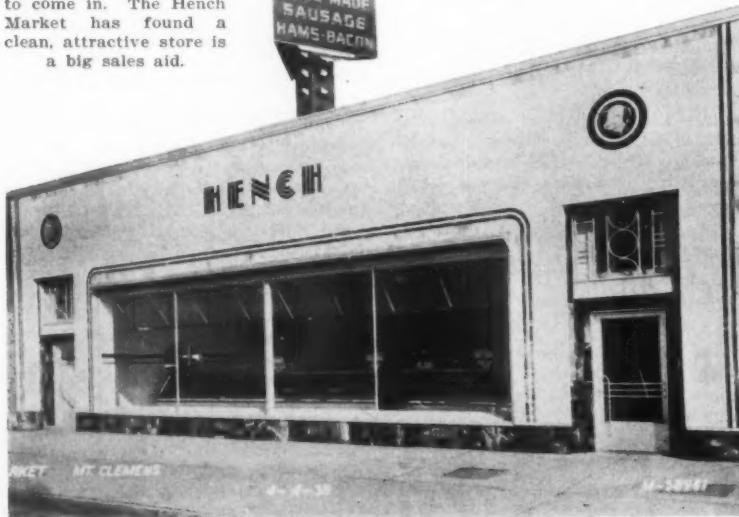
Product is displayed along the wall and in the cases, but not in the windows. Bacon, hams and sausage which were made by the firm are hung along the wall behind the counter. The center sections of the display case contain fresh meats and the sausage, prepared meats and specialties are in the two end sections.

The general arrangement of the



A MODERN MARKET.

Color and appealing design are combined in this modern meat store in Mt. Clemens, Mich. Store front is of white and colored vitrolite glass. Wide windows give customer on the street an unobstructed view of the store and an invitation to come in. The Hench Market has found a clean, attractive store is a big sales aid.



store is such that a maximum of display has been obtained without the waste of floor space. The customer may easily see everything in the store and can go right along the counter, picking out the items she wants to buy. She saves steps and time and the arrangement undoubtedly leads to many item sales.

Cut All Meats Sold

An important part of the merchandising plan in the Hench store is the manner in which meats are handled. All meats are bought in carcass form and are cut in the basement. A system of overhead tracks is so arranged that product may be carried through the various stages of preparation until it reaches the display counter. With this system large quantities of meat may be handled easily and quickly. Time of the customers and clerks is saved by having the meats ready to sell at the counter.

There are four coolers in the Hench store with about 1,200 sq. ft. of space. These are cooled by two Frick refrigerating machines.

An important part of the firm's business is built on its own sausage, bacon and hams. These are prepared and smoked in the store building. Complete sausage making equipment has been installed and there are two built in smoke houses in which product is smoked with real hickory wood.

Equipment for Processing

Equipment in the basement of the store building includes a 12 H. P. Scotch marine boiler, a large steam cooking vat, an automatic pump for returning steam, and two lard rendering and cooling tanks. With this equipment lard is rendered and some types of sausage are processed.

The original Hench store was founded in 1914. In 1924 the growth of business made construction of a new store necessary. In 1934 this store was torn down to make way for a street construction program. The firm was without a location until the new building was completed this spring.

Efficient handling of meats together with the use of sound merchandising principles has built up a good retail meat business for this store. Ideas used

in store arrangement might well be copied by retailers in other cities.

Mt. Clemens is a small manufacturing town in Southeastern Michigan. Its population was approximately 13,500 persons in 1930.

SALES TAX IN 24 STATES

Sales tax laws are in force in half the states, according to a survey completed by the National Industrial Conference Board. This is an increase of 21 states since April, 1932, when the board's previous survey was made. At that time only Mississippi, North Carolina and West Virginia imposed retail or general sales taxes.

Most laws approved in the last few years have been adopted as temporary measures by states confronted with serious fiscal problems. The board points out the lack of uniformity in recent sales tax laws. There is no similarity between transactions taxed, exemptions, rates and other features.

Of the types of taxes the following are in effect: General sales tax, Arizona, North Carolina and Washington; gross receipts tax, Mississippi and New Mexico; gross income tax, Indiana, South Dakota and West Virginia; retail sales tax, Arkansas, California, Colorado, Idaho, Illinois, Iowa, Kentucky, Maryland, Michigan, Missouri, North Dakota, Ohio, Oklahoma, Utah, Washington, West Virginia and Wyoming. After July 1, both New Jersey and South Dakota will be included in this group as well.

NEWS OF THE RETAILERS

Dan's Market has entered business at 4121 California, San Francisco, Cal.

Yosemite Meat Market has been opened at 3202 Folsum st., San Francisco, Cal.

Riddle's Food Market has moved to a new location at 1954 Portage st., Kalamazoo, Mich.

Edward Klein has taken over the Harrisburg Meat Market in Harrisburg, Ore.

Tom Gushert, A. & P. meat department manager in Wadsworth, O., has been appointed supervisor of meat departments in Akron, Barberton, Kent, Ashland, Elyria and Norwalk, O.

A new entrant in the meat business at Shelton, Wash., is S. Skagen who has started a market on Cota st.

Arthur McWilliams and two sons have purchased Mill st. Public Meat Market, Danville, Pa.

Joseph Tulin meat market in Mahanoy City, Pa., was recently damaged by fire.

Matthew Kuzmich is in charge of newly reorganized Post market, 127 W. Jefferson blvd., South Bend, Ind.

Chris Sarow has taken over man-

agement of meat department of F. & H. Food Market, 1015 Packard ave., Cudahy, Wis.

A new building is being erected to house grocery and market of J. S. Kurowski, Mosinee, Wis.

A new meat department has recently been opened in Wasserman's food store, 2322 Calumet drive, Sheboygan, Wis.

Fred and Frank Luessen have bought the Fulton Meat Market in Valley City, N. D.

W. H. Sidell has sold his interest in Shanahan & Sidell grocery and meat store at Villa Grove, Ill.

business offices will function. Headquarters of both branches will be 620 75th st., Brooklyn, with John Harrison, business manager, in charge.

At the meeting of Bronx Branch last week it was decided to hold but one meeting a month during July and August. There were reports of various committees, including one from the delegates to the convention of the state association. Next meeting of this branch will be July 17.

WISCONSIN LOSS LEADER LAW

A law which would prevent the use of "loss leaders" in Wisconsin has recently been signed by the governor. The law enables manufacturers and retailers to contract to set a minimum price for advertised articles, subject to approval of the state department of agriculture and markets.

AMONG NEW YORK RETAILERS

South Brooklyn Branch held their closing meeting Tuesday of this week; Brooklyn Branch held theirs on Thursday of last week. Although the branches have closed for the summer,

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on July 3, 1935:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS:				
(1) (300-500 lbs.) choice.....	\$16.00@17.00	.....	\$16.00@17.00	.....
Good	14.00@16.00	.....	14.00@16.00	.....
Medium	11.00@14.00	.....	12.00@14.00	.....
Common	10.00@11.00	.....	11.00@12.00	.....
STEERS:				
(500-600 lbs.) choice.....	16.00@17.50	.....	16.00@17.50	17.00@18.00
Good	14.00@16.00	.....	14.00@16.00	15.00@16.50
Medium	11.50@14.00	.....	12.00@14.00	13.50@15.00
Common	10.00@11.50	.....	11.00@12.00	11.00@13.00
STEERS:				
(600-700 lbs.) choice.....	16.50@17.50	.....	16.50@17.50	17.00@18.00
Good	14.50@16.50	.....	14.50@16.50	15.00@16.50
Medium	12.50@14.50	12.50@14.50	12.50@14.50	13.50@15.00
STEERS:				
(700 lbs. up) choice.....	16.50@18.00	17.00@18.00	16.50@18.00	17.00@18.00
Good	14.50@16.50	15.00@16.50	15.00@16.50	15.00@16.50
COWS:				
Good	11.50@12.50	12.00@13.00	12.50@13.50	12.00@13.00
Medium	9.50@11.50	11.00@12.00	10.50@12.50	11.00@12.00
Common	8.50@9.50	10.00@11.00	10.00@10.50	10.00@11.00
Fresh Veal:				
VEAL:				
(2) choice	13.00@14.00	14.00@15.00	14.00@15.00	12.00@13.00
Good	12.00@13.00	13.00@14.00	12.00@14.00	11.00@12.00
Medium	11.00@12.00	11.50@13.00	11.00@12.00	10.00@11.00
Common	10.00@11.00	10.00@11.50	10.00@11.00	10.00@11.00
Fresh Lamb and Mutton:				
LAMB: (38 lbs. down)				
Choice	16.00@17.00	17.00@18.00	17.00@18.00	17.00@18.00
Good	15.00@16.00	16.00@17.00	16.00@17.00	16.00@17.00
Medium	14.00@15.00	15.00@16.00	15.00@16.00	15.00@16.00
Common	13.00@14.00	13.50@15.00	13.50@15.00	13.00@15.00
LAMB: (39-45 lbs.)				
Choice	16.00@17.00	16.50@17.50	16.50@17.50	17.00@18.00
Good	15.00@16.00	15.50@16.50	15.50@16.50	16.00@17.00
Medium	14.00@15.00	14.50@15.50	14.50@15.50	15.00@16.00
Common	13.00@14.00	13.00@14.50	13.50@14.50	13.00@15.00
LAMB: (46-55 lbs.)				
Choice	15.50@16.50	15.50@16.50	15.50@16.50	15.00@16.00
Good	15.00@16.00	15.00@16.00	15.00@16.00	14.00@15.00
YEARLING:				
(49-55 lbs.) choice	14.00@15.00	14.50@15.00	14.00@15.00	14.50@15.00
Good	13.00@14.00	13.50@14.50	13.00@14.00	14.00@14.50
Medium	12.00@13.00	12.50@13.50	12.00@13.00	13.00@14.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	9.00@10.00	9.00@10.00	.....
Medium	8.00@9.00	8.00@9.00	8.00@9.00	.....
Common	7.00@8.00	7.00@8.00	7.00@8.00	.....
NOTE: Effective July 1, spring lambs classified as lambs.				
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	22.00@23.50	21.50@22.50	21.50@22.50	22.00@23.00
10-12 lbs. avg.....	21.50@22.50	21.00@22.00	20.50@22.00	21.00@23.00
12-15 lbs. avg.....	19.00@21.00	19.50@21.00	19.00@20.50	20.00@21.00
16-22 lbs. avg.....	16.50@17.50	18.00@19.00	17.00@18.50	18.00@19.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	17.00@18.00	.....	16.50@18.00	17.00@18.00
PICNICS:				
6-8 lbs. avg.....	17.00@17.50	.....	.....	.....
BUTTS: Boston Style:				
4-8 lbs. avg.....	20.00@22.00	.....	20.00@22.00	21.00@23.00
(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.				

NEW PLANT CUTS COSTS

(Continued from page 16.)

installation of additional refrigerating equipment. Dry rendering equipment was also installed for inedible products, and a hide cellar and a shipping room were constructed.

Continued growth of the business resulted in 1913 in the construction of a new beef cooler, refrigerated shipping room and the present offices. During the latter part of last year the remaining old buildings were torn down and replaced with new structures, in which are incorporated such modern features as can be used most efficiently in a business of this size.

Three of Theodore's sons, as mentioned, are associated with the father and grandfather in the business. A fourth—Arthur—is the Washington correspondent of the Buffalo Evening News.

Developing Its Territory

The new plant has a capacity of 300 cattle, 600 hogs, 150 head of small stock and 25,000 lbs. of sausage weekly. Sales are made in a territory with a radius not exceeding 100 miles from the plant. Being located in the Southwest corner of the state, and not having government inspection, has meant that distribution has been limited to practically two directions—North and East. Government inspection is soon to be inaugurated, however, permitting the sales territory to be expanded south into Kentucky and west into Illinois.

As stated, executives of the Weil Packing Co. are not ambitious for large volume. They feel they are fulfilling their mission when they serve their logical sales territory adequately and efficiently, with good products sold at prices fair both to consumers and the company. Effort is concentrated, therefore, on making quality products and securing efficiency in processing and manufacturing, rather than on large volume at price concessions.

The foregoing statement may seem illogical, in view of the company's plan to enlarge sales territory through government inspection. This move, however, is largely one of increasing distribution efficiency by making it possible to serve the entire area of which the plant is the center, instead of only a small segment of it.

The company buys all livestock through the Evansville stockyards, although the plant is located in a territory where many hogs and cattle are raised, and in some localities of which direct buying by packers is done. Any advantages to be gained by direct buying, president Weil believes, are more than offset by the disadvantages. Therefore, a livestock scale never has been installed.

Another interesting operating policy of this company provides for training the new employee in many processing and manufacturing operations, instead of making a specialist of him. The advantage of having employees efficient

at many tasks is obvious from a plant operation standpoint, particularly in a section of the country where skilled workers are not plentiful.

Helpful Labor Policy

The same gang, for example, is used for slaughtering and dressing all classes of livestock, for hog cutting operations, and even for cleaning up after regular operations have been completed. Nor does their opportunity for getting in full time stop here. When other work is not available, they are given opportunity to fill in at odd jobs if there are such needing to be done.

When a representative of THE NATIONAL PROVISIONER visited this plant cattle killing had not started, and no hog cutting was being done. A portion of the killing and cutting gang was at the rear of the plant relocating and rebuilding livestock pens. Others were in the hide cellar drilling holes in the concrete ceiling preparatory to installing pipe hangers.

Workers in the other departments are likewise given opportunity to supplement their earnings at their regular tasks by doing odd jobs. Workers like the idea, as it permits them to get in more hours, particularly at a time like the present, when plant operations are necessarily curtailed because of short supply of livestock.

Plant Planned for Efficiency

Features of the new plant include a compact arrangement of departments, brick floors and tile side walls in processing and manufacturing departments, refrigerated meat grinding and sausage manufacturing room and an abundance of natural lighting. The accompanying illustrations show well the type of construction used and the clean, light and airy conditions which everywhere prevail.

Sausage manufacturing room is maintained at 55 degs. Fahr. with a direct expansion unit cooler installed at the ceiling. All equipment in this room, including grinder, silent cutter, mixer and stuffer, was supplied by the Cincinnati Butchers' Supply Corp. In the neighborhood of 50 varieties of sausage, meat loaves and specialties are manufactured.

Meat and sausage are smoked in four two-story smokehouses supplied with steam coils for heating. Temperature in these houses is controlled automatically and recorded. Smoke is supplied by burning hardwood.

Practically no mechanical equipment with the exception of the Boss dehairer is installed in the slaughtering and dressing room. All lard is rendered in open kettles. Inedible rendering is done in a Boss melter.

Refrigeration and Power

Chill room and coolers have been planned so as to reduce to a minimum handling of carcasses and product to shipping room and loading dock.

Refrigeration is furnished by one 6- by 6-in. and one 8- by 8-in. Frick compressor. A ten-ton compressor direct connected to a steam engine—a hold over from the old plant—is maintained in commission for stand-by service.

Power for operating equipment is purchased, steam for processing being supplied by two horizontal return tubular boilers with a total rating of 300 horse power.

The plant was designed by H. Peter Henschien, packinghouse architect, Chicago. Much of the new equipment was supplied by the Cincinnati Butchers' Supply Corp., Cincinnati; J. W. Hubbard Co., Chicago, and Menges-Mange, Inc., St. Louis, Mo.

Open house at the new plant was held on May 24, which was also the 87th birthday of Ben Weil, and the celebration, at which hundreds of people were present, including many packers from the Central West, was much in the nature of a tribute to him.

Officers of the company are Theodore Weil, president and general manager; Ben Weil and Julian Weil, vice presidents and stock buyers; Gus Isaacs, vice president; Leon Weil, superintendent and treasurer; Henry Weil, secretary and sales manager.

FUNCTIONS OF CONTROLLER

Exactly what does modern management demand of the controller? How far do his responsibilities extend within the organization? What are his responsibilities with respect to contacts with outside agencies? An unusual composite picture of the duties of the present-day controller is offered in a report recently issued by the Metropolitan Life Insurance Co., entitled "Functions of the Controller."

The report points out that although there are general characteristics that are common to the position of the controller, specific duties vary in each organization. The functions assigned are affected by the special requirements of each type of business, by the plan of organization, and by the personal qualifications of the incumbent. The composite picture presented includes detailed consideration of the controller's functions as related to general accounting activities, financial reports and statements, auditing, the budget, office management, statistics, and other phases of financial management.

Effective organization set-ups as reported by companies contributing to the survey are considered in some detail, and typical outlines of individual controller's responsibilities in five widely differing organizations are presented. Copies of "Functions of the Controller" are available for executives interested in this phase of management, and may be had by addressing the Policyholders Service Bureau, Metropolitan Life Insurance Co., New York.

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New York Representative: M. C. Brand, 410 W. 14th St.

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

FORT DUQUESNE
Built 1754

Portals of HOSPITALITY



Pittsburgh has played an important part in the settlement and growth of these United States. Here was the far frontier of the original thirteen colonies. Today this great hotel, symbol of modern hospitality, towers high above tiny Fort Duquesne, which for one hundred and eighty years has stood "at the forks of the Ohio," the last portal of hospitality for those headed downstream to "Ole Kaintuck." • Experienced

travelers recognize this fine hotel as the best address and the largest hotel in Pennsylvania. Four restaurants, the famous Urban Roof Garden and the air-cooled Continental Bar.

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HOTEL

WILLIAM PENN

PITTSBURGH

A. C. WICKE MFG. CO.

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NEW YORK CITY

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Bronx Branch:
739 Brook Ave.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.

	Week ended	Cor. week,
Prime native steers—		July 3, 1935.
400-600	18 1/2@19 1/2	12 1/2@13
600-800	18 1/2@19 1/2	12@12 1/2
800-1000	18 1/2@19	13 1/2@14 1/2
Good native steers—		
400-600	16 1/2@17 1/2	10 1/2@11 1/2
600-800	16 1/2@17 1/2	11@11 1/2
800-1000	17@18	12 1/2@12 1/2
Medium steers—		
400-600	15@16	10@10 1/2
600-800	16 1/2@16 1/2	10 1/2@11
800-1000	16 1/2@16 1/2	12@12 1/2
Hifers, green, 400-600	16 1/2@16 1/2	10 1/2@11 1/2
Cows, 400-600	10@13	6 1/2@8
Hind quarters, choice...	23	16 1/2
Fore quarters, choice...	15	10 1/2

Beef Cuts.

Steer loins, prime.....	unquoted	unquoted
Steer loins, No. 1.....	36	32
Steer loins, No. 2.....	36	30
Steer short loins, prime.....	unquoted	unquoted
Steer short loins, No. 1.....	50	44
Steer short loins, No. 2.....	41	41
Steer loin ends (hips).....	23	20
Steer loin ends, No. 2.....	22	19
Cow loins.....	21	16
Cow short loins.....	28	20
Cow loin ends (hips).....	17	12
Steer ribs, prime.....	unquoted	unquoted
Steer ribs, No. 1.....	24	20
Steer ribs, No. 2.....	23	19
Cow ribs, No. 2.....	16	11
Cow ribs, No. 3.....	11	10
Steer rounds, prime.....	unquoted	unquoted
Steer rounds, No. 1.....	17	14
Steer rounds, No. 2.....	16 1/2	13 1/2
Steer chuck, prime.....	unquoted	unquoted
Steer chuck, No. 1.....	14 1/2	10
Steer chuck, No. 2.....	14	9 1/2
Cow chuck.....	13 1/2	9 1/2
Steer plates.....	13	6 1/2
Medium plates.....	12 1/2	6
Briskets, No. 1.....	16 1/2	10
Steer navel ends.....	10 1/2	5
Cow navel ends.....	8 1/2	3
Fony shanks.....	8	5
Hind shanks.....	8	4
Strip loins, No. 1, bns.....	65	65
Strip loins, No. 2.....	55	62
Sirloin butts, No. 1.....	28	22
Sirloin butts, No. 2.....	22	18
Beef tenderloins, No. 1.....	75	60
Beef tenderloins, No. 2.....	55	50
Rump butts.....	15	18
Flank steaks.....	22	18
Shoulder clods.....	13 1/2	8 1/2
Hanging tenderloins.....	14	6
Insides, green, 6@8 lbs.....	14 1/2	10 1/2
Outsides, green, 5@6 lbs.....	12 1/2	8 1/2
Knuckles, green, 5@6 lbs.....	14 1/2	8 1/2

Beef Products.

Brains (per lbs.).....	7	9@10
Hearts.....	12 1/2	7@8
Tongues.....	21	17
Sweetbreads.....	27	19
Ox-tail, per lb.....	10	5
Fresh tripe, plain.....	10	4
Fresh tripe, H. C.....	12 1/2	8
Livers.....	16	13
Kidneys, per lb.....	10 1/2	8

Veal.

Choice carcass.....	14	15	9@10
Good carcass.....	12	13	7@8
Good saddles.....	16	17	10@13
Good racks.....	10	12	6@8
Medium racks.....	8	10	4@5

Veal Products.

Brains, each.....	10	7
Sweetbreads.....	38	35
Calf livers.....	25	35

Lamb.

Choice lambs.....	18	18
Medium lambs.....	16	15
Choice saddles.....	22	20
Medium saddles.....	20	18
Choice fore.....	16	16
Medium fore.....	14	14
Lamb fries, per lb.....	32	25
Lamb tongues, per lb.....	15	12
Lamb kidneys, per lb.....	20	25

Mutton.

Heavy sheep.....	6	4
Light sheep.....	10	7
Heavy saddles.....	12	5
Light saddles.....	13	9
Heavy fore.....	7	3
Light fore.....	8	6
Mutton legs.....	14	10
Mutton loins.....	10	8
Mutton stew.....	8	4
Sheep tongues, per lb.....	12 1/2	12
Sheep heads, each.....	10	10

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	23 1/2	@14 1/2
Picnic shoulders.....	16 1/2	@10
Skinned shoulders.....	17	@11 1/2
Tenderloins.....	32	23
Spare ribs.....	12	6
Back fat.....	15	8
Boneless butts, cellar trim, 2@4	25	18
Hocks.....	11	6 1/2
Tails.....	10	5
Neck bones.....	5	2 1/2
Slip bones.....	11	5
Blade bones.....	12	7
Pigs' feet.....	4	2 1/2
Kidneys, per lb.....	10	6
Livers.....	11	8
Brains.....	10	6
Ears.....	5	4
Snots.....	7	5
Heads.....	5	5
Chitterlings.....	5	5

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1 lb. cartons.....	28 1/2
Country style sausage, fresh in links.....	22 1/2
Country style sausage, fresh in bulk.....	20 1/2
Country style sausage, smoked.....	24 1/2
Frankfurters in sheep casings.....	22 1/2
Frankfurts in hog casings.....	20 1/2
Bologna in beef bungs, choice.....	17
Bologna in beef middles, choice.....	17 1/2
Liver sausage in beef rounds.....	16 1/2
Smoked liver sausage in hog bungs.....	20 1/2
Liver sausage in hog bungs.....	20 1/2
Head cheese.....	18 1/2
New England luncheon specialty.....	25 1/2
Minced luncheon specialty, choice.....	27 1/2
Tongue sausage.....	18
Blood sausage.....	19 1/2
Souse.....	18
Polish sausage.....	18 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs.....	40
Thuringer cervelat.....	22
Farmer.....	28
Holsteiner.....	26
B. C. salami, choice, in hog bungs.....	36
Milano salami, choice, in hog bungs.....	37
B. C. salami, new condition.....	35
Genoa style salami.....	43
Pepperoni.....	38
Mortadella, new condition.....	23
Capicola.....	43
Italian style hams.....	35
Virginia hams.....	38

SAUSAGE MATERIALS

(F.O.B. CHICAGO, carlot basis.)	
Regular pork trimmings.....	
Special lean pork trimmings.....	
Extra lean pork trimmings.....	
Pork cheek meat.....	
Pork hearts.....	9 1/2@10
Pork livers.....	9 1/2@10
Native boneless bull meat (heavy).....	11 1/2
Boneless chuck.....	10
Shank meat.....	10
Beef trimmings.....	9 1/2
Beef cheeks (trimmed).....	9
Dr. canner cows, 350 lbs. and up.....	7 1/2
Dressed cutter cows, 400 lbs. and up.....	8 1/2
Dr. bologna bulls, 600 lbs. and up.....	9 1/2
Pork tongues, canner trim, S. P......	17

SAUSAGE IN OIL

Bologna style sausage in beef rounds—	\$6.50
Small tins, 2 to crate.....	7.25
Large tins, 1 to crate.....	7.25
Frankfurk style sausage in sheep casings—	7.50
Small tins, 2 to crate.....	8.25
Large tins, 1 to crate.....	8.25
Smoked link sausage in hog casings—	6.75
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	7.50

BARRELED PORK AND BEEF

Mess pork, regular.....	33.00
Family back pork, 24 to 34 pieces.....	32.50
Family back pork, 35 to 45 pieces.....	32.00
Clear back pork, 40 to 50 pieces.....	33.00
Clear plate pork, 25 to 35 pieces.....	27.00
Bean pork.....	31.00
Brisket pork.....	37.00
Plate beef.....	27.00
Extra plate beef, 200 lb. bbls.....	28.00

VINEGAR PICKLED PRODUCTS
Pork feet, 200-lb. bbl.....
Lamb tongue, short cut, 200-lb. bbl.....
Regular tripe, 200-lb. bbl.....
Honeycomb tripe, 200-lb. bbl.....
Pocket honeycomb tripe, 200-lb. bbl.....

DRY SALT MEATS

Clear bellies, 18@20 lbs.....	17
Clear bellies, 14@16 lbs.....	17 1/2
Rib bellies, 25@30 lbs.....	16 1/2
Fat backs, 10@12 lbs.....	12 1/2
Fat backs, 14@16 lbs.....	14 1/2
Regular plates.....	14 1/2
Jowl butts.....	13 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs.....	22
Fancy skd. hams, 14@16 lbs.....	22
Standard reg. hams, 14@16 lbs., plain.....	22 1/2
Picnics, 4@8 lbs., long shank, plain.....	19 1/2@20 1/2
Fancy bacon, 6@8 lbs., parchment paper.....	20 1/2@30 1/2
Standard bacon, 6@8 lbs., plain.....	26 1/2@27 1/2
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.....	27
Outsides, 5@9 lbs.....	22
Knuckles, 5@9 lbs.....	24
Cooked hams, choice, skin on, fattened.....	35
Cooked picnics, skin on, fattened.....	38
Cooked picnics, skinned, fattened.....	30
Cooked loin roll, smoked.....	42

LARD

Prime steam, cash, f.d. Trade.....	\$13.60b
Prime steam, loose, f.d. Chicago.....	13.60
Refined lard, tierces, f.d. Chicago.....	15%
Kettle rend., tierces, f.d. Chicago.....	15%
Fat, kettle rendered, tierces, f.d. Chicago.....	16%
Neutral, in tierces, f.d. Chicago.....	16%
Compound, vegetable, tierces, c.a.f.	12%

OLEO OIL AND STEARINE
Extra oleo oil.....
Prime No. 2 oleo oil.....
Prime oleo stearine, edible.....

11 1/2@12

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CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.10	
5 or more bbls. delivered.....	8.95	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62 $\frac{1}{2}$	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.62 $\frac{1}{2}$	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 0.996	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.998	
Rock.....	6.782	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	@3.35	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	@5.25	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.75	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.65	

SPICES

(Basis Chicago, original bbls., bags or bales).

	Whole.	Ground.
Allspice Prime.....	8	9 $\frac{1}{2}$
Refined.....	8 $\frac{1}{2}$	10
Chili Pepper, Fancy.....	23	23 $\frac{1}{2}$
Chili Powder, Fancy.....	23	
Cloves, Amboyna.....	23	27
Madagascar.....	13 $\frac{1}{2}$	18 $\frac{1}{2}$
Zanzibar.....	14	17
Ginger, Jamaica.....	18	20 $\frac{1}{2}$
African.....	9 $\frac{1}{2}$	11 $\frac{1}{2}$
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	
Mustard Flour, Fancy.....	24	
No. 1.....	15	
Numbered Fancy Bands.....	24	
East India.....	20	
E. I. & W. I. Blend.....	17	
Paprika, Extra Fancy.....	24	
Fancy.....	23	
Hungarian.....	27	
Pepina Sweet Red Pepper.....	26 $\frac{1}{2}$	
Pepper, Cayenne.....	22	
Red Pepper No. 1.....	10 $\frac{1}{2}$	
Pepper, Black Aleppy.....	9 $\frac{1}{2}$	11
Black Lampong.....	8	9 $\frac{1}{2}$
Black Tellicherry.....	11	12 $\frac{1}{2}$
White Java Muntok.....	15 $\frac{1}{2}$	17 $\frac{1}{2}$
White Singapore.....	15	16 $\frac{1}{2}$
White Packers.....	15 $\frac{1}{2}$	

SEEDS AND HERBS

Ground for Whole. Sausage.

	Whole.	Sausage.
Caraway Seed.....	9	11
Celery Seed.....	33	38
Comino Seed.....	14 $\frac{1}{2}$	17 $\frac{1}{2}$
Coriander Morocco Bleached.....	7 $\frac{1}{2}$	6
Coriander Morocco Natural No. 1.....	6	8
Mustard Seed, Cal. Yellow.....	11	13
American.....	8 $\frac{1}{2}$	10 $\frac{1}{2}$
Marjoram, French.....	32	36
Oregano.....	11	14
Sage, Dalmatian Fancy.....	7	9
Dalmatian No. 1 Fancy.....	6 $\frac{1}{2}$	8 $\frac{1}{2}$

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:

Domestic rounds, 180 pack.....	Q28
Domestic rounds, 140 pack.....	Q38
Export rounds, wide.....	Q52 $\frac{1}{2}$
Export rounds, medium.....	Q85
Export rounds, narrow.....	Q88
No. 1 weasands.....	Q05
No. 2 weasands.....	Q03
No. 1 bungs.....	Q11
No. 2 bungs.....	Q07
Middies, regular.....	Q45
Middies, select, wide, 2 $\frac{1}{2}$ in. diam. over.....	Q60
Middies, select, extra wide, 2 $\frac{1}{2}$ in. and over.....	Q85

Dried bladders:

12-15 in. wide, flat.....	.90
10-12 in. wide, flat.....	.75
8-10 in. wide, flat.....	.60
6-8 in. wide, flat.....	.25

Hog casings:

Narrow, per 100 yds.....	2.00
Narrow, special, per 100 yds.....	2.25
Medium, regular.....	2.15
Wide, per 100 yds.....	1.75
Extra wide, per 100 yds.....	1.70
Export bungs.....	.28
Large prime bungs.....	.21
Medium prime bungs.....	.15
Small prime bungs.....	.10
Middies, per set.....	.17
Stomachs.....	.08

COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.35	@1.37 $\frac{1}{2}$
Oak pork barrels, black iron hoops.....	1.25	@1.27 $\frac{1}{2}$
Ash pork barrels, galv. iron hoops.....	1.42 $\frac{1}{2}$	@1.45
Oak pork barrels, galv. iron hoops.....	1.32 $\frac{1}{2}$	@1.35
White oak ham tierces.....	2.12 $\frac{1}{2}$	@2.15
Red oak lard tierces.....	1.87 $\frac{1}{2}$	@1.90
White oak lard tierces.....	1.97 $\frac{1}{2}$	@2.00

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,163-1,300 lb.....	@ \$11.75
Steers, medium, 1,295 lb.....	@ 10.50
Bulls.....	\$ 4.50@ 6.00
Cows, common and medium.....	5.00@ 6.50
Cows, cutter and low cutter.....	3.00@ 4.50

LIVE CALVES

Vealers, good and choice.....	\$ 8.75@ \$10.50
Vealers, medium.....	7.00@ 8.50
Vealers, cul and common.....	4.00@ 6.50

FANCY MEATS

Fresh steer tongues, untrimmed.....	15¢ a pound
Fresh steer tongues, l. c. trm'd.....	30¢ a pound
Sweetbreads, beef.....	35¢ a pound
Beef kidneys.....	14¢ a pound
Mutton kidneys.....	3¢ each
Livers, beef.....	27¢ a pound
Oxtails.....	16¢ a pound
Beef hanging tenders.....	25¢ a pound
Lamb fries.....	10¢ a pair

BUTCHERS' FAT

Shop fat.....	2.00 per cwt.
Breast fat.....	2.25 per cwt.
Edible suet.....	2.25 per cwt.
Inedible suet.....	2.00 per cwt.

GREEN CALFSKINS

5-9 12 $\frac{1}{2}$ -12 $\frac{1}{2}$ 12 $\frac{1}{2}$ -14 14-18 18 up

Prime No. 1 veals.....	2.10	2.20	2.25	2.40
Prime No. 2 veals.....	1.95	2.05	2.10	2.15
Buttermilk No. 1.....	1.80	1.90	1.95	2.00
Buttermilk No. 2.....	1.70	1.80	1.85	1.90
Branded grubby.....	1.15	1.25	1.30	1.30
Number 3.....	1.15	1.25	1.30	1.30

BONES, HOOFs AND HORNS

Round shin bones, avg. 48 to 50 lbs., per 100 pieces.....	75.00@ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces.....	@ 65.00
Black or striped hoofs, per ton.....	45.00@ 50.00
White hoofs, per ton.....	@ 100.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces.....	@ 70.00
Horns, according to grade.....	75.00@ 200.00

PRODUCE MARKETS

Chicago. New York.

BUTTER.

Creamery (92 score).....	23	@ 23%
Creamery (91 score).....	22 $\frac{1}{2}$	@ 22 $\frac{1}{2}$
Creamery firsts (88-89 score).....	21	@ 21 $\frac{1}{2}$

EGGS.

Extra firsts.....	23 $\frac{1}{2}$	@ 23%
Firsts (fresh).....	23	@ 23%
Standards.....	23	@ 25%

LIVE POULTRY.

Fowls.....	9	@ 15 $\frac{1}{2}$
Broilers.....	14	@ 16 $\frac{1}{2}$
Fryers.....	15 $\frac{1}{2}$	@ 18
Spring.....	18	@ 21
Turkeys.....	11	@ 15
Ducks.....	8	@ 16
Geese.....	6	@ 14

DRESSED POULTRY.

Fryers, 31-42, frozen.....	18	@ 21
Roasters, 43-54, frozen.....	23 $\frac{1}{2}$	@ 26
Roasters, 55 & up, frozen.....	27	@ 27 $\frac{1}{2}$
Tenderloins, 5 $\frac{1}{2}$ to 6 lbs. avg.....	50	@ 60
Fowls, 31-47.....	15 $\frac{1}{2}$	@ 17 $\frac{1}{2}$
48-59.....	18 $\frac{1}{2}$	@ 19 $\frac{1}{2}$
60 and up.....	19	@ 20

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia, and San Francisco, week ended June 27, 1935:

June 21	22	24	25	26	27
Chicago.....	23	23	23 $\frac{1}{2}$	23 $\frac{1}{2}$	23
New York.....	23 $\frac{1}{2}$	23$\frac{1}{2}$	23$\frac{1}{2}$	23$\frac{1}{2}$	23$\frac{1}{2}$
Boston.....	24 $\frac{1}{2}$	24 $\frac{1}{2}$	24	24	24 $\frac{1}{2}$
Philadelphia.....	24 $\frac{1}{2}$	24$\frac{1}{2}$	24$\frac{1}{2}$	24$\frac{1}{2}$	24$\frac{1}{2}$
San Fran.	25	25	26	26	27

Wholesale prices carrots-fresh centralized carrots—90 score at Chicago:

This week.	Last week.	Since Jan. 1.
Chicago.....	63.899	84.733
N. Y.	361,042	174,067
Boston.....	22,474	32,595
Philadelphia.....	24,474	24,474
Phila.	22,818	21,899

Total 193,418 202,361 169,795 4,329,242 4,665,418

Receipts of butter by cities (tubs):

In	Out	On hand	week day

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CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Engineer, Master Mechanic

Chief engineer and master mechanic desires position with independent packer. Age, 35; 14 years' experience. Employed now by one of large packers. I can reduce your mechanical, boiler and engine room costs, and improve operating departments. W-955, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Experienced Sausagemaker

Position wanted by sausagemaker who has had long experience making quality sausage and meat products. Resourceful and capable of taking charge of curing and smoking department. W-954, THE NATIONAL PROVISIONER, 300 Madison Ave., New York, N. Y.

Working Sausage Foreman

Expert sausagemaker with 20 years' experience seeks position. Can produce highest quality sausage and loaves of all kinds. Specializes in German style sausage and Canadian bacon. Also experienced in latest cures and methods. Can handle any size sausage plant. Now employed. W-942, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Position wanted by thoroughly practical sausagemaker, experienced in manufacturing fancy and standard line of sausage, American salami, meat loaves and specialties. Can produce high quality sausage at lowest cost, using fresh or frozen meats. Knowledge of regular and latest cures and methods. Can straighten out any difficulties. W-900, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausagemaker

Well experienced sausage maker wishes to change. Will consider only good, reliable firm. Prefer eastern or western state. W-957, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Miscellaneous

Accounts Wanted

After fifteen years with one of the major packers in charge of their chain store and other quantity business throughout the southeast, am now in brokerage business specializing in packinghouse products, etc. Would like few good connections, particularly on good line canned meats. Can promise satisfactory business. W-958, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant Wanted

Sausage Business

Wanted to buy, small, going sausage business. Wisconsin or Minnesota preferred. Give full particulars, first letter, listing equipment. W-953, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant for Sale

Packing Plant for Sale

Modern government inspected plant in California. Wonderful opportunity for packer wishing to bid on Army and Navy contracts as competition is limited, other plants being state inspected. Plant now in operation with all equipment in first-class condition. Good reason for selling. FS-956, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment For Sale

Linking Machines

For sale, two Farnco linking machines: one 4-in. link, practically new; one 5-in. fair condition. FS-959, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

MACHINERY BARGAINS: 3-Mechanical Mfg. Meat Mixers, 1-M. & M. Hog, 1-Lard Filter Press, 2-Steampipe Dryers, 6' x 35', 5-Cooking Kettles. Miscellaneous: Lard Rolls, Cutters, Rendering Tanks, Hammer Mills, Ice Machines, Boilers, Pumps, etc.

What Idle Machinery have you for sale?

CONSOLIDATED
PRODUCTS COMPANY, INC.
14-19 Park Row, New York City

Equipment Wanted

Used Abattoir Equipment

Wanted,
1 Beef bleeding rail hoist complete
1 Knocking pen
1 Beef Hoist
1 Beef Spreader
2 Track Scales
1 Electric scalding and scraping
tripe machine
Also floor trucks, racks and miscellaneous equipment for complete killing floor requirements. Write condition of equipment, full particulars and lowest price.

P. O. Box 407, Cornwall-on-Hudson,
New York.

Turn Space-Wasting, Old Equipment into Cash

List the items you wish to dispose of and let THE NATIONAL PROVISIONER Classified Columns Find a Buyer for Them.

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for your 1935 copies of
THE NATIONAL PROVISIONER
A complete volume of 26 issues can be easily kept for future reference in this Binder.

Harry Manaster & Bro.

INCORPORATED

WHOLESALE MEATS

1018-32 West 37th Street

Chicago, U.S.A.

Choicest
Sausage Material
and
Selected
Beef Cuts

UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

Stock Foods
Calf Heads
Cracklings

Pulled Wool
Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

Selected Beef and Sheep Casings

43rd & 44th Streets
First Ave. and East River

NEW YORK CITY

Telephone
Murray Hill 4-2900

Phone Gramercy 3665

Schweisheimer & Fellerman
Importers and Exporters of
SAUSAGE CASINGS
Selected Hog and Sheep Casings a Specialty
Ave. A, cor. 20th St. New York, N. Y.

Harry Levi & Company, Inc.
Importers and Exporters of
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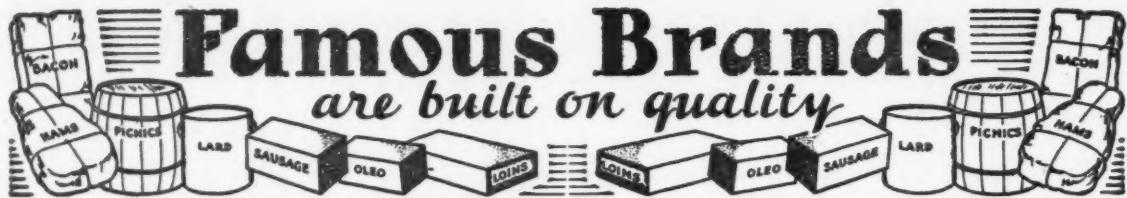
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No other machine on the market uses the ANCO patented corrugated shape cylinder which eliminates baffles and at the same time furnishes greater scraping surface and quicker scraping and washing action. Pipe arrangement speedily injects scalding and cleaning water. Slush gate in bottom quickly ejects the water so that quick operation is assured.



See the No. 42 Scalder and Scraper

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COMPACT—A minimum amount of floor space is occupied by one of these machines which requires a space of only 4' x 5'. The motor, mounted on top of the machine, requires no extra floor space and is also protected from water damage.

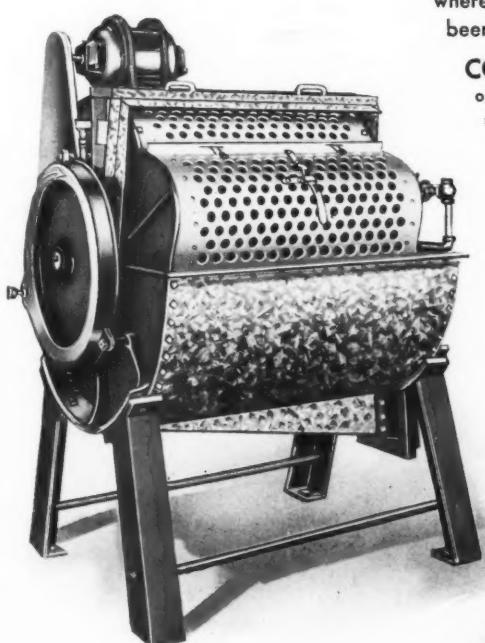
SILENT—The drive consists of cut gears and roller chain which permit silent operation.

EASY LOADING is made possible by the drive which permits the cylinder to be readily turned by hand to the proper position for removing a large section of the corrugated cylinder. Small products such as tongues, bungs, and chitterlings are easily slushed out through the quick opening gate in the bottom.

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